The International Shoe and Leather Weekly

TECHNOLOGY DEPARTMENT

OCTOBER 7, 1950

DETRI

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This column invites the opinions of all L&S readers.

"Gentle" Controls

Your dynamic editorials have delighted me—particularly some recent ones: Profitless Prosperity . . . Out of the Rubble of Despairing Profits . . . Labor Is Not A Commodity . . . Controls—Groping In The Dark. . .

In this world where economic forces have no longer free play, where they are dominated by political and other influences, is it not wiser that governments should exercise some "gentle" control of such a situation before it gets dangerous? Perhaps the U. S. A. and Britain may yet come back to a joint operation in the raw material markets in the so-called free countries.

E. M. Walker

Rose Hill Tannery Bolton, England

Three Reasons

Your editorial of Sept. 16, "Cows Don't Wear Shoes," was naive beyond reasonable consideration in attempting to blame the hide people for the price rise. . . . It takes two to make a bargain, the buyer and seller. Your writer was unaware that the tanners are not "babes in the woods," and are in business for the same reason as the hide people-to make a dollar. I think there were three reasons involved in the so-called "fantastic price splurge": (1) abnormally low inventories of rawstock on the part of the tanners; (2) a definite inflationary undertone in the U.S. domestic economy; (3) a semi-war economy.

I believe that you have done an injustice to the Hide Industry. Certainly I would be in accord that speculation enters all commodity markets, but not to the extent you have inferred.

Jack Weiller

Jack Weiller & Co. Chicago



LEATHER and SHOES

ESTABLISHED 1890

Vol. 120

October 7, 1950

No. 15

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THE NEWS

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SHOE WAGE DRIVE CONTINUES
NEW ENGLAND TANNERS GROUP TO FORM
ANNOUNCE FACTORY MANAGEMENT CONFERENCE PROGRAM
SHOE LEARNER RULING MADE OFFICIAL

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Il LEATHER and SHOES, The International Shoe and Leather Weekly, published weekly (one additional issue during December). Copyright, 1950, by The Rumpf Publishing Co., 300 West Adams St., Chicago 6, Ill. Cable address: HIDELEATH. Subscription price: United States, \$5.00; Canada, \$6.00; Foreign, \$7.00. Single copies, 185: back copies, 30c. Entered as second class matter Jan. 19, 1949, at Chicago, Ill., under Act of March 3, 1879. Additional entry at Boston. NOTICE TO SUBSCRIBERS: If you change your address, please notify us immediately. If you fail to do 30, the Post Office will forward only two issues to a new location together with form 22-S, which should be sent us promptly. After that copies will be returned undelivered.

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o. 15

OUT ON A LIMB

It may be risky - but that is where you'll always find the fruit

WHERE are the voices of leadership in the shoe and leather industrythe voices of sound opinion, of experience, of creative ideas? We have leaned forward with ear cupped, but the voices are so few, so infrequent. In other industries the voices are many and varied, vigorous and courageous. These voices are expressed within the industry in an effort to motivate progress and give willingly out of the rich reservoir of accumulated knowledge and experience. They also serve as concrete symbols of leadership within the community, helping to create a better appreciation and respect for the represented

But in our industry we speak in relative whispers, or do not speak at all. There is a strange sort of conservatism about the publicly uttered word, or the printed one—often an actual fear of public expression. As a result, we often claim to be "misunderstood" or "unappreciated" by the public, or even by ourselves. Yet we hold to the myth of "golden silence"—failing to recognize that all that glitters is not gold.

No Excuse

Within our industry is a wealth of experience and knowledge. Out of this rich reservoir should come countless lessons that can be passed on to others, thus contributing to the industry's progress. But, say many of these men, public utterances or printed words may leave us open to criticism. In answer to that we quote Henry Stimson: "Let them not turn aside from what they have to do, nor think that criticism excuses inaction." Progress involves risks; you can't steal second base and keep your foot on first.

There are others who say, "But we are so busy with our own immediate problems, we are left without time for other things." That argument has never held water. Since the beginning of mankind the only

L and S Editorial

individuals who have contributed to civilization's progress, who have gotten things done, have been the busy people. Had we left progress to the others we would still be inventing the wheel.

Nor is the plea of busy-ness itself any defense. As Thoreau once said, "It is not enough to be busy; so are the ants. The question is: What are we busy about?"

We are an industry needing progress and making progress. The important thing is that our progress could be greater and faster if more voices of leadership within our industry would open up. Every man who spends a good portion of his life in an industry, business or profession has a moral obligation to return a portion of his accumulated knowledge and experience to his chosen field. When God bestowed certain men with certain talents and abilities to raise them to levels of leadership, He also bestowed upon them the accompanying responsibility of moral obligation to fulfill that leadership with vigorous voice.

There is an element of idealism in even the most realistic of men. That element is what makes men see tomorrow as well as today, and inspires progress. Here is Donald K. Kirk, Dean of the Graduate School of Business of Harvard University: "Mere technical competence in the affairs of business and in administration is not enough to qualify a businessman for either success or leadership. No man can be really competent in the operation of a business in doing his part in the production of goods and services-without giving thought to the effect upon his own business not only of the rules imposed by society but also of its current hopes and aspirations."

The biggest room in the world is the room for improvement. This may be a platitude which all of us recognize and accede to. But a nod of approval contributes nothing to progress, to improvement. As someone has said so aptly, "Ideas are stubborn things — they won't work unless you do."

There was a time when the businessman was the voice of leadership in his community. But new leaders, new and more vigorous voices, replaced him. Those of labor, for example. The businessman recoiled, adopted the philosophy of silence. He has watched himself converted into a picture of "selfish interests," of exploitation, symbolic of an era washed up. He has entrenched himself deeper to brood and bewail his plight. Government officials, labor and other groups have replaced him as voices of leadership.

Deeds vs. Promises

As several reliable studies have shown, the public is more interested in the deeds of business rather than its promises. Keep in mind that a whole new generation has grown up, believing that the "authentic" voices of leadership come from government. Businessmen can counteract this by one potent force: by vigorous leadership within its own field to create a better industry and improved products which command the respect of the people.

This cannot be accomplished by silence. It is accomplished by sharing our know-how, our experience, our accumulated knowledge. This, in turn, requires that we speak out firmly and frequently, or take the courage to put it down in writing that it may contribute to industry progress.

To those who shy from this initiative and responsibility because, they say, it requires going out on a limb—our answer is that out on a limb is where the fruit is.

No. 5050 Futro fire each

No. 5050—Extra firm cork platform. For wedge heels, etc.



No. 5040—Dense firm cork platform. Holds straight edge.

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No. 5030—Medium dense cork platform. Firm and resilient.



No. 2616—Light cork platform



No. 2601—Soft cork platform.



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SHOE WAGES SHOULD BE HIGHER

A courageous statement—but supported by sound reasons

By Maxey Jarman, Chairman General Shoe Corporation

THE shoe industry as a whole would be in a sounder position if the earnings of shoe workers were higher. Our industry would be better able to serve the public well and to do a greater volume on a sounder basis.

For the next two years and perhaps longer there is going to be a shortage of workers. The Army, Navy and Air Force will take a great many. As war plants begin to get going they will take away a lot of workers.

If we can increase the earnings of shoe workers still further it will help our industry during this time of manpower shortage. We will be better able to attract first class workers. If our wages are higher, our turnover will be less, we will lose fewer people to the war industries. It is a costly process to train new workers. It is costly because new workers are slower and do not do as good work.

There is another reason for higher wages. This factor operates all the time, in periods of worker shortage as well as at other times. People with good wages are happier people and produce more. To have the shoe industry on a sound basis we must continue to increase our productivity.

Wages can be higher only if the public will continue to buy our product at the prices which include those wages. But higher wages do not necessarily mean increased costs. If over a period of time quality and productivity can be increased because of better people in the industry, lower turnover, more efficient work, then everybody is better off.



"... happier people produce more"

The shoe worker earns more money, the public gets better service and a better product, and the shoe industry is on a sounder basis.

Improved productivity is not just a matter for the worker. However, perhaps the greatest results in more productivity can come by a more efficient management job. Better planning, better factory layout, better flow of materials, better training—all of these are a means of improving productivity. And many of them will mean improved productivity with less work on the part of the worker. Improved planning can reduce waste time. Better layout of work and flow of materials can make the job easier all around.

But how can individual companies raise their wages when some of their competitors do not? Competition does present a tough problem. Strange to say, it often happens that those companies paying the highest wages are the toughest competition. There are companies in the industry who are making low-priced shoes and yet their average wages are a good deal above the average of the industry. As would be expected of course there are companies making very highgrade shoes whose wages are higher.

The point is, though, that higher wage levels do not necessarily mean higher costs. The higher wage concern can compete on good terms with the lower wage outfits. In most cases smart management has seen the better situation that they have when they pay higher wages. This situation is going to show up even more in the next few years. Companies with better management who have the good judgment and the foresight to pay higher wages will be even better off competitively than they have been.

There is, of course, a limit to how much any company can be above the industry. To that extent, those companies paying low wages have held down the whole industry. One way to help that is to have a continuing program of education on this subject. Trade papers can help here.

It is easy to see that labor unions are not the answer to the problem in spite of their propaganda. Some of the largest concerns with the lowest wage levels have unionized plants

(Concluded on Page 36)

We have two scales on the News Editor's desk

NE weighs the timeliness of all news stories . . . asks these questions: Is it of importance now? Is it part of an industry movement or trend? (If it is, it must be so presented with background and future interpretation.) How much of it has already been covered in the daily press? (Only a fragmentary part of the news of the leather and shoe industry appears in the daily papers, so L&S develops all angles and publishes the whole story to keep shoe and leather industry executives well informed.)

The other scale weighs the value of news stories . . . asks these questions: Will it help shoe and leather industry executives to a better understanding of the whole industry? Will

it point up some particular development and show readers exactly how it affects them? Will it make readers' work easier, contribute to a better working knowledge?

All news published in L&S must be weighed on both scales, must be carefully studied and interpreted by the news editor and the news staff so that when the news pages appear each week, the whole moving front of the industry—sales, production, labor, management, new equipment, personalities, and all other parts of the industry—is presented in one easily-read, easily-applied whole.

One other thing about L&S news pages . . . they are done in the fast-moving style of the news magazine. One leather industry executive says, "L&S news is news and it's readable."

If it's timely and of value to you, it's in

LEATHER and SHOES

EXTRACTION OF SUMAC

A detailed description of the commercial processing of sumac

By Frederic L. Hilbert

A S is the case with nearly all of the commonly used vegetable tanning materials, the tannin or tanning principle contained in sumac leaves may be easily and completely removed by leaching or extracting with water, provided a sufficient volume at the proper temperature is passed through the material within a given time. The rate at which the tannin is extracted from sumac leaves increases with the temperature of the extraction water; but, as is the case with other vegetable tanning materials, the rate at which the extracted tannin is decomposed by hydrolysis increases conterminously. Obviously, the variation of the ratio of these two rates with temperature determines the optimum temperature at which the leaching or extraction should be carried out.

In the extraction of sumac leaves there are four factors which must be understood, coordinated and scientifically controlled, for the efficient extraction of the tannin or, to be more precise, the tanning principle:

- 1. Volume of extraction water.
- 2. Circulation of extraction water.
- 3. Temperature of extraction water.
- 4. Time or duration of extraction.

The volume of water required for the efficient extraction of sumac or, in fact, any given raw vegetable tanning material, depends upon a number of factors. Obviously, efficient extraction can be obtained only when a sufficient volume of water, at the proper or optimum temperature,

passes through the properly prepared or ground tanning material, within a given period of time. For any given tanning material, the factors of circulation, temperature, and the length of time the material is kept under extraction, determine, to a great extent, the volume of water required. Furthermore, in connection with the extraction of sumac or other vegetable tanning materials, on a commercial scale, the size and number of leaches or autoclaves available have a great influence upon the volume, temperature, and circulation of the extraction water, as well as the length of time the tanning material is kept under extraction.

Circulation

Whether open leaches or autoclaves are used, circulation, in every extraction system is always a very important factor. The more continuous the flow of the extraction water or liquor, from one leach or autoclave to another, the more effectively and quickly can the tannin or tanning principle be extracted. course, proper circulation or percolation of the extraction water depends very much upon grinding the raw vegetable tanning material to the proper degree of fineness. Proper grinding not only has a great influence upon the uniformity of the flow or percolation of the extraction water, but also the time required for efficient extraction.

In addition to the temperature of the extraction water, there is the factor of the quantity of heat. The quantity of heat to which the tanning material is exposed depends upon the volume and temperature of the extraction water, which increases or decreases as the time the material is kept under extraction is increased or decreased, respectively. There is an optimum temperature for the extraction of any given tanning material, provided that a sufficient volume of water at that temperature passes through the leaching or extracting system.

Although the term "optimum temperature" is encountered very often in connection with the commercial extraction of sumac and other raw vegetable tanning materials, it is not always the single factor of temperature which controls the efficacy of any given extraction process. It is for this reason that the author, on several occasions, has proposed the term "optimum extraction conditions." Optimum extraction conditions consist of the proper balance between optimum quantity of heat (the proper volume of water at the proper temperature), the length of time the material is kept under extraction, and the proper grinding or preparation of the raw tanning material. Optimum extraction conditions are different for different tanning materials.

It has been found that for each
(Continued on Page 31)

SHOE BUSINESS CAN RUN SMOOTHER

A leading shoe retailer suggests way of profitable teamwork

By Albert Wachenheim, Jr., President National Shoe Retailers Association

T SEEMS to me that, stated in its simplest terms, successful merchandising is simply enough of the right goods at the right time. I repeat: enough of the right goods at the right time. I believe it was Winston Churchill who coined the expression "Too little and too late." No more comment is needed there.

A great cry around the market, particularly in the springtime, the season we are about to study is: "Deliveries are bad." Let us examine why this happens and what steps can be taken to improve this situation.

The retailer says it is all the manufacturer's fault. The manufacturer says it is partly the retailer's fault and partly the tanner's fault. The tanner says it is the manufacturer's fault. The same familiar vicious circle.

Early Easter

Spring opens, or rather a call for spring type merchandise starts at different times in the various sections of the country and all work up to the peak of Easter week. Now Easter Sunday in 1951 is March 25th—one of the earliest Easters on the calendar.

The retailer wants his shoes on the shelf in plenty of time; and, of course, the manufacturer wants to deliver them when the retailer specified. But how can he get them all delivered on time in the short period of January and February, when his

working time is so short and the weather so bad? He just can't. How can this be remedied? Who can improve the situation? The big three, of course—the retailer, the manufacturer, the tanner.

Let us see what each can do. As a retailer, I'll take that division first. The shoe business is one that is done on size, color and type. An analysis of any operation will disclose that from 50 to 75 percent, depending on the store, will be the same kind as a year ago in any particular season. This part of the buy can and should be brought in early—together with some new thoughts in smaller quantities for testing. When the new items prove themselves and the old items manifest their strength, then they should be reordered and new items should be added as the season progresses.

Some retailers operate this way because they understand the situation and try to give the factories an early start. But, unfortunately, many do not. They postpone the placing of orders, either by not working with the salesmen when they should, failing to confirm the orders once placed, or not getting an okay from the higher ups, in sufficient time.

Then, suddenly, the middle of December (or even the first of January) comes around, and these late orders literally roll in. The jam is on. Many precious days of production

have been lost that should have been utilized back in October and November. The bigger the retailer, the louder he calls for his shoes. His should be given priority—and come out as specified—even though he was late.

And what happens to the retailer who played as he should? He, at least, had some shoes to start with, but the timing in his plans is completely disrupted because his last shoes, the real new novelties, are delayed and those valuable reorders on proven sellers that have missing sizes, badly needed and promised for three weeks, just don't get there for five or six.

Retailer Penalized

Of course, business missed costs the retailer money. It is only when the cash register rings that a sale is made. A wrong size can't be made to do the work of the right one. If the retailer is late in paying for his merchandise, he is penalized by the loss of his discount, but when the manufacturer is late the retailer has to take it and often does not even get a letter saying "So Sorry."

Now let us turn to the manufacturer. What can he do? First, he must be ready with new patterns and ideas, plus new treatments on proven bases, in sufficient time. He must know what he is doing and have sufficient confidence in his judgment

(Continued on Page 33)



SHOE manufacturers are taking to "Dryseal"* welting like a duck takes to water. It's made from Geon polyvinyl materials and has an arm-long list of advantages that not only improve shoes—but cut manufacturing costs, too!

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Because it's made from Geon, this remarkable welting is:

> Water-proof Weather-proof Tougher than leather Resistant to oils, acids, alkalies Unaffected by sun, air, mildew Non-shrinking, non-curling, non-cracking.

The welting comes in all standard colors, fade-proof pigments all the way through.

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The mark of foot comfort—BASS WEEJUN of true Indian moccasin construction. Their soft, supple leath construction was your feet in luxurious ease. Smartly styled, with full leatner soles and heels, famous Bass Weejuns are America's original indoor-outdoor leisure footwear.

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G. H. BASS & COMPANY, 510 MAIN STREET, WILTON, MAINE

Throughout the years "U.S. Leather" has been the standard of comparison for the sole leather industry.

For sole leather of consistent quality . . . "U. S. LEATHER"



The
UNITED STATES LEATHER
COMPANY





Hide and skin, leather and shoe industry must exercise extreme caution in judging price outlook for coming weeks. Many factors to consider. Good news in Korea has caused hide and other commodity futures price to show signs of weakness . . . first real weakening since war's outbreak.

Consider this carefully. Price rises in hides and leather have come fast and furious since Korean War . . . in fact, rises have been among the sharpest in entire commodities market. Bureau of Labor Statistics wholesale price indexes show rise of 10.6 percent in wholesale leather prices three months after U. S. entry into Korean War. Wholesale leather prices rose only 1.1 percent three months after U. S. entry into World War II, fell 3.7 percent three months after entry into World War I.

Hides and skins indexes show same story. Prices fell 3.7 percent three months after entry into World War I, rose 1.3 percent three months after entry into World War II, were up 26.7 percent three months after Korean outbreak. Sensitive commodities as a whole show 24.2 percent rise three months after Korean War agains a decline of 4.3 percent after outbreak of World War I, a gain of 17 percent after U. S. entry in 1917, a rise of 20.9 percent after outbreak of World War II and rise of 4 percent after U. S. entry.

All signs point to long range outlook for firm or rising prices. But short range corrections—price drops—could occur at any time and tanners or shoe manufacturers buying hides and skins or leather at top prices could get caught on the end of a limb. This is the catch they must take into account when planning inventory and price policies for future.

Here are other factors to consider. Even if end of Korean War does not ease Government's rearmament race appreciably with consequent falling demand for critical materials, the psychological effect of war's ending could be just as effective. Scare buying would drop to almost nothing, consumer demand for many short items level off.

Government dampers on inflationary buying could also depress prices. Higher taxes, credit controls, etc., will exercise some restraints. Growing hide and skin supplies with consequent rise in consumer leather and shoe production, provided military buying remains within bounds, will also have deflationary effect. Finally, price controls . . . probably not as far off as supposed at first. All these factors must be weighed in planning price and inventory moves for next couple of months.

Don't be surprised if President Truman imposes price controls at consumer levels earlier than expected. Washington sources say Truman may be pressured into early controls. If so, controls would be applied first to a few critical raw and finished materials. Once the die is cast, however, it will be easy to extend controls gradually until entire economy is restricted. And under Defense Production Act, President must impose wage controls on all industries placed under price controls.

Shoe industry now has a "friend in court" in the person of Nathaniel Knowles, recently appointed staff assistant to National Production Authority Administrator William Harrison in planning and controls. Knowles, former ECA director of division of statistics and reports, was assistant to the president of Hanover Shoe Co., Hanover, Pa., from 1943 to 1946. Before that, he was a colonel in the Services and Supply Corps, winning the Legion of Merit for development of the Army Supply Control Plan.

Govt. economic outlook sets your head spinning. In 3 to 5 years a gross national product of \$350-\$400 billions. This five times above 1929 prosperity peak. Current figure is \$285 billions. Means U. S. industry must and will greatly increase productivity, plant and equipment. In 5 years a 33% increase in plant investment is expected.

War-type economy for next 15-20 years can be expected. Federal expenditures will amount to 25% of total national product. By end of 1951, without war, govt. spending expected to hit between \$60 and \$80 billions annual rate. When national economy hits gross of \$400 billions, govt. will be spending \$100 billions as a "peacetime" rate.

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NINE MONTHS' SHOE OUTPUT UP 3.2%

AUGUST FIGURES REACH NEW HIGH

Council Sees Output Ahead 10 Million Pairs

Shoe production in Aug. totaled 48,800,000 pairs, 5.1 percent more than the total output of 46,438,000 pairs for Aug., 1949, and a record volume for the month, the Tanners' Council estimates.

With Sept. output tentatively estimated at 46 million pairs or seven percent more than Sept., last year, the Council fixes shoe production for the first nine months of 1950 at 374,484,000 pairs or 3.2 percent more than the 363,776,000 pairs produced in the corresponding period of 1949.

Largest individual gain in shoe output during Aug. was reported for men's shoes which soared to 10 million pairs or 14.2 percent above the 8,753,000 pairs produced in Aug., 1949. Misses' and children's shoes were listed at 5,650,000 pairs or 12.9 percent higher than the 5,005,000 pairs turned out in Aug., a year ago.

Women's shoes totaled 22,300,000 pairs, a gain of 3.9 percent over the Aug., 1949, output of 21,467,000 pairs. The only other significant change took place in the all others category (house slippers, etc.) which listed 6,100,000 pairs for the month, a loss of 5.8 percent from last year.

The abnormally high production schedules followed by shoe manufacturers during Aug. and Sept. served to confirm industry reports that shoe retailers had placed unusually heavy orders, particularly for men's shoes, during late July and Aug. The Council had previously

estimated Aug. output as equal to the corresponding month last year.

The Aug., 1950, production figures also serve to explain in part the sudden demand by shoe manufacturers for leather and the consequent price rises in raw stock markets. With retailer orders growing daily, shoe manufacturers were forced to scramble for leather at almost any price. Tanners, in turn, were forced into heavy replacement buying of hides and skins at prevailing market prices.

Although retail shoe sales do not reflect this heavy buying and production schedule to date, industry observers point to the rush by shoe retailers to fill inventories as a primary cause. At the same time, previous to the Korean War, both tanners and shoe manufacturers had tended to hold their inventories at cautious levels.

QM Officials to Attend Leather Course

A Tanners' Council plan to provide Quartermaster personnel with an intensive training course covering the various types of leather has been readily accepted by Quartermaster officials, the Council reports.

Purpose of the course would be to instruct Quartermaster inspectors and other personnel in tanning processes, the characteristics of the various types of leather and other information important to inspection and procurement of leathers and shoes.

The course will offer an intensive discussion program covering several days at the Tanners' Council Laboratory at the University of Cincinnati. Representatives of groups interested in military type leathers will participate in the program which will also offer laboratory and technical sessions.

SHOE WAGE DRIVE CONTINUES

New York, Maine Workers To Seek Boost

The spreading wave of wage boost demands by the nation's shoe workers took on flood tide proportions this week. At least two more unions, representing shoe workers in New York City and the Lewiston-Auburn area in Maine, indicated they would seek early wage increases.

In New York, Isadore Rosenberg, manager of Joint Council 13 of United Shoe Workers of America, CIO, reported that his union will demand pay increases shortly although existing contracts with shoe manufacturers in the area do not expire until late 1951 and early 1952.

Rosenberg added the union has not yet determined the amount of wage increase it wants nor when it will submit its new demands. He said the Council will not decide on these issues until after the national United Shoe Workers Convention held in Cleveland this past week.

Joint Council 13 holds labor contracts with the following New York manufacturers' associations: New York Shoe Manufacturers Board of Trade, National Association of Slipper & Playshoe Manufacturers, and the Stitchdown Shoe Manufacturers Association. Contracts with these organizations expire Nov. 15, 1951; Feb. 15, 1952; and March 31, 1952, respectively.

Citing the economic impact of the Korean War upon worker wage requirements, Rosenberg said he did not anticipate much difficulty in obtaining increases although present contracts contain no wage reopening clauses. Representatives of manufacturers organizations refused to comment.

In Maine, members of the Lewiston-Auburn Shoeworkers Protective Association voted last week to request a reopening of the wage question with the Lewiston-Auburn Shoe Manufacturers Association in Dec. of this year. Close to 3,000 workers employed in 15 shoe and wood heel plants in the area are involved.

Workers in five plants recently won restoration of a seven percent pay cut by arbitrator's decision. The cut was ruled effective last Jan.

SHOE OUTPUT: 8 MONTHS' TOTALS

(1,000 Pairs)	1950	1949	% Change
Men's	67,294	65,677	+ 2.5
Youths' and Boys'	10,734	11,081	- 3.1
Women's	151,294	146,081	+ 3.6
Misses' and Children's	40,120	37,910	+ 5.8
Infants' and Babies'	24,628	25,110	— 1.9
All Other (Slippers, etc.)	34,414	33,910	+ 1.5
Total	328,484	319,769	+ 2.7

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The long-awaited permanent regulations, effective Oct. 16, governing employment of shoe learners were finally issued late last week without fanfare or fireworks by the Wage and Hour Division of the Labor Depart-

Order Excludes 11 Skilled

Occupations

RULING ISSUED

SHOE LEARNER

As anticipated, the ruling made permanent most of the conditions under which the Division had issued temporary learner certificates to almost 400 shoe manufacturers. Under the ruling, learners may be paid 65 cents per hour for the first 240 hours of employment, 70 cents for the remaining 240 hours of the 480-hour maximum learning period. Learners may comprise no more than 10 percent of the productive working force in a shoe plant.

Unexpected were several significant changes. Excluded from learner regulations were 11 skilled and seven unskilled shoe jobs in addition to non-productive positions such as supervisory, maintenance, clerical, warehousing, office, etc.

Skilled occupations not included were edge setting; edge trimming; Goodyear and McKay stitching; lasting; niggerhead machine operator; sole attaching, cement process; top stitching; treeing; upper leather cutting, hand or machine; vamping, and wood heel fitting, hand.

In addition, the regulation stipulated, in part, that any worker being trained "has been employed in the industry in productive factory work within the previous five years, the total number of hours of such employment shall be deducted from the maximum learning period.'

Copies of the regulation plus application forms are available at the Wage and Hours Division. Shoe manufacturers must file applications to receive permanent learner certif-

Endicott-Johnson Low On Army Boots

Endicott-Johnson Corp., Endicott, N. Y., was low bidder this week on OM-30-280-51-326 covering 125,004 pairs of russet combat service boots for delivery in Nov. and Dec., 1950. The company bid on the entire quantity at \$7.87 per pair.

Only other manufacturer to bid on the entire quantity was International Shoe Co. which offered delivery at \$8.47 per pair. The Allen-Squire Co., Spencer, Mass., bid 30,000 pairs at \$8.12 per pair; General Shoe Corp. bid on 25,000 pairs at \$8.70; and Cannon Shoe Co., Baltimore, bid on

12,000 pairs at \$8.92 per pair.
At the opening of QM-30-280-51-343 on Oct. 2, Henry Modell of New York City turned in low bid, offering to furnish 3,514 pairs of 12" Shoepacs at \$4.19 per pair on Governmentfurnished lasts. Following is the complete list of bidders, quantities and

Converse Rubber Corp., Malden, Mass. 1a-1,200 pr. at \$11.15 Henry Modell, New York City. 1a-Surplus pacs-3,514 pr.-all or none-\$4.19

The Rubber Corp. of California, Garden Grove, Cal.

1a-Entire quantity at \$7.92 1b-Entire quantity at \$8.02 Service Rubber Co., Rock Island, Ill. 1a-30,000 pr. at \$11.12 Different terms to be negotiated if average size larger than number 9.

Goodyear Rubber Co., Middletown,

1a-45,200 pr. at \$9.644 Tyer Rubber Co., Andover, Mass. 1a-32,604 pr. at \$11.05 Hood Rubber Co., Watertown, Mass. 1'a-60,000 pr. at \$10.73 1b-60,000 pr. at \$10.98 Bristol Manufacturing Co., Bristol, R. I. 1a-45,576 pr. at \$11.15

U. S. Rubber Co., New York.

1a—113,004 pr. at \$10.97

or 1b—113,004 pr. at \$11.17

(Note: Item la specified shoepac made over Government lasts; Item 1b over manufacturers' last.)

JULY FOOTWEAR **OUTPUT RISES 3%**

Average Factory Value Up 11c Per Pair

Shoe production during July totaled some 35 million pairs, a gain of three percent over the 34,456,000 pairs produced in July, 1949, but 10 percent less than the 39 million pairs turned out in June, 1950, the Census Bureau reports.

Women's shoe, sandal and playshoe output approximated 17 million pairs in both July and June, 1950, as compared to an output of 16 million pairs in July, 1949.

Men's footwear production dropped 19 percent from 8.5 million pairs in June, 1950, to seven million pairs in July, 1950, but gained seven percent over the 6,434,000 pairs produced in July, a year ago.

July, 1950, output of housewear slippers amounted to almost four million pairs, about seven percent less than June, 1950, output and four percent below that of July, 1949.

Average factory value per pair of shoes shipped in July rose to \$3.45 as compared with \$3.38 in June, 1950 and \$3.34 in July, 1949. The gain of 11 cents per pair from July, 1949 to July, 1950 marks the second successive month such a rise has been reported. Average factory value per pair in June, 1950, rose seven cents over June, 1949.

JOINS SHOE FORM STAFF



Clyde M. Criger (third from left), a veteran of 25 years in the shoe manufacturing industry, accepts the congratulations of executives of Shoe Form Co., Inc., upon his appointment to the firm's sales staff. Criger, whose headquarters will be in St. Louis, will handle the sale of Fairy Forms to shoe manufacturers and contact display jobbers, chain stores and hosiery manufacturers in the area. Pictured, left to right, are Don Geary, assistant sales manager; Owen Comstock, sales manager; Criger; Isaac Goodfellow, superintendent; and Frank DeWitt, president.

ANNOUNCE GENERAL PROGRAM FOR SECOND FACTORY MANAGEMENT CONFERENCE

The National Shoe Manufacturers Association has announced that preliminary arrangements have been completed for its second Factory Management Conference to be held Dec. 4-6 at the Hotel New Yorker, New York City.

The program has been aimed primarily at factory superintendents, foremen, and personnel, piece rate, time study and purchasing officials and stresses the economics of efficient manufacturing operations. In outline, it will cover: 1. Men's Shoes; 2. Women's Conventional Shoes; 3. Women's Casual Shoes; 4. Children's Shoes; 5. Personnel (labor policy, rates of pay, grievances, and personnel handling, and 6. Cost accounting in the manufacturing of footwear.

The Conference will also feature a buffet dinner to be held at 6:30 p.m., Monday, Dec. 4, and a breakfast at 8:30 a.m., Wednesday, Dec. 6. Both affairs are without charge to Association members and will be held in the Grand Ballroom of the New Yorker. A yet unannounced shoe engineering authority will discuss "Potentials of Factory Engineering in Shoe Plants" at the breakfast.

Members have been urged to submit technical problems and other pertinent topics or questions for consideration on discussional programs.

In addition to the Conference, an Educational Exhibition will enable manufacturers of machinery, supplies and equipment to display their products to all visitors. The Exhibition will be held Dec. 2-5, with attendance open to all members of the shoe trade.

THE FACTS ON MILITARY FOOTWEAR

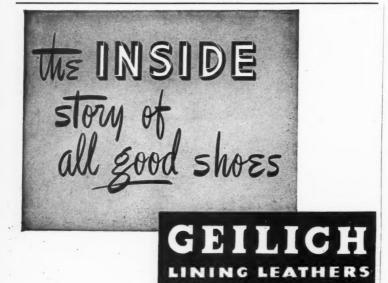
Read It In Next Week's Issue

The most comprehensive article on the military footwear program ever published. Every manufacturer of every product involved in footwear for the armed forces should read and file this invaluable article—written by Major Walter Trauger, QM Corps.

Leather Chemists to Meet Next June

The American Leather Chemists Association has scheduled its next annual meeting for June 11-14, 1951, at the Hotel Griswold, Groton, Conn., according to Dr. R. E. Koppenhoffer, ALCA president. The 1951 convention site contains ample meeting and recreational facilities, including an adjacent golf course on Long Island Sound.

Council and Committee members of the Association will hold their annual meeting Oct. 24 at Youngstown. Ohio.



GEILICH LEATHER CO., TAUNTON, MASS.

UNITED SHOE WORKERS URGES 35-HOUR WEEK

Shoe Union Boosts Pensions At Convention

CIO shoe workers over the nation were urged to seek a 35-hour work week and company-paid pensions as United Shoe Workers of America held its annual convention this week at the Hotel Hollenden, Cleveland.

Addressing some 300 delegates at the opening session, USWA president William E. Thornton recommended the union stress a five-hour reduction in the work week in coming contract negotiations. He also urged that company-paid pensions be included as a must on next year's contracts. No mention was made of the union's recent stressing of higher wages as opposed to pensions in contract negotiations with International Shoe Co. and other manufacturers.

Union members voted to increase per capita payments from 85 cents to \$1 per month. Other speakers at the six-day session included Jack Kroll, director of the CIO Political Action Committee, and Allen Heywood, director of CIO organizations. (L&S, Sept. 30.)

PHIL BEAUCHAMP RETIRES

Phil Beauchamp, widely known throughout New England as a patent leather specialist and long associated with A. C. Lawrence Leather Co., Peabody, Mass., has retired as of Oct. 1.

Beauchamp joined the Lawrence firm in 1935 with a broad background in operations and sales in the leather and shoe industry. Members of the firm and trade associates tendered him a farewell banquet recently at the Parker House, Boston.

Shoe Manufacturers to Meet October 30

Members of the National Shoe Manufacturers Association will hold their Annual Meeting at 6:30 p.m., October 30, in the Red Lacquer Room, Palmer House, Chicago. As usual, the meeting will be held during the showing of the National Shoe Fair scheduled Oct. 29-Nov. 2 at the Palmer House and other Chicago hotels.

A report of the Nominating Committee will be made and election of directors for three years and chairmen of standing committees held. Association staff members will then discuss business developments confronting the shoe industry.

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OPEN LAST BIDS

Twenty bids were on hand as the Army opened its Invitation Number 367, for the remodelling of 220,827 pairs of Munson Lasts for Welt Service Shoes. Low bid was submitted by the Arthur A. Byron Co. of Lynn, Mass., which offered to supply 110,-414 pairs for 94c a pair. Bids and quantities follow:

1-The Harvard Last Company, Boston,

Mass., 75,000 pairs at \$2.74
2—The Sterling Products Company,
Philadelphia, Pa., 40,000 pairs at \$1.52 3-The Sterling Last Corporation, New

York City, 25,000 pairs at \$1.60 4-The Woodward & Wright Last Company, E. Bridgewater, Mass., 6,600 pairs

5-The Central Last & Remodelling Company, St. Louis, Mo., 20,000 pairs at

6 - The Lynn Last Company, Lynn, Mass., 3,000 pairs at \$1.60

7 - The North Shore Last Company, Lynn, Mass. Bid on total quantity at

8-The United Last Company, Boston, Mass., 10,000 pairs at \$1.675

9-The Leader Last Company, Beverly, Mass., 100,000 pairs at \$1.12

10-The Western Last Company, St. Louis, Mo., 10,000 pairs at \$1.85

11-The McNichol & Taylor Company, Saugus, Mass., 5,000 pairs at \$1.72

12-The George E. Belcher Company, Stoughton, Mass., 6,000 pairs at \$1.60 13—Jones & Vining, Inc., Brockton, Mass., 10,000 pairs at \$1.65

14-The Morton Last Company, Cin-

cinnati, Ohio, 15,000 pairs at \$1.40 15-The Arthur A. Byron Company, Lynn, Mass., 110,414 pairs at \$.94

16-The Brockton Last & Remodelling Company, Stoughton, Mass., 68,126 pairs

17-The Carlisle Last Company, Carl-

NOTE: Bidder failed to give quantities. Merely listed prices for sizes as given below:

All regula	ar sizes "A" and "B"	\$1.00
"AA" size	es 5-12	\$1.00
93	121/2-151/2	\$1.05
"AAA" "	5-12	\$1.00
99	121/2-151/2	\$1.05

18 - The Vulcan Corporation, Portsmouth, Ohio

8,000 pairs at \$1,265 15,000 pairs at \$1,275

15,000 pairs at \$1,315

12,000 pairs at \$1,335

19 - The General Maintenance Engineering Company, Philadelphia, Pa. Bid for entire quantity at \$1.40 a pair.

20-The F. W. Stuart Company, Beverly, Mass., 60,000 pairs at \$1.31

New England Tanners Group to Meet

The first organizational meeting of a New England Tanners' Production Club was held Friday, Oct. 6, at the Hotel Hawthorne, Salem, the Tanners' Council reports.

Modeled on such other groups as the Wisconsin Tanners' Production Club and the Delaware Valley Tanners' Production Club, the New England group will bring together tannery production men, supervisors, chemists and other officials. In addition to discussing production and technical subjects, the organization will hear guest speakers from the industry.

Speakers at the initial organizational meeting included Dr. Fred O'Flaherty, director of the Tanners' Council Laboratory, and Irving R. Glass, executive vice president of the Council.

JAN BATA FREED

The New York Appellate Division has voted to free Jan Bata from county jail on the grounds that civil arrest is a drastic remedy seldom resorted to in the U.S.

Bata has been imprisoned since Aug. 24 on a warrant obtained by his sister-in-law, Mrs. Thomas Bata, widow of the late Czechoslovakian shoe czar. Mrs. Bata and her son, Thomas, Jr., have been seeking control of her husband's former interests in Bata Shoe Co., including stocks now held in trust by Jan Bata in 53 companies of 27 different countries.

Campello Shanks

MAKE GOOD SHOES BETTER



SOLD WHEREVER BETTER SHOES ARE MADE

CAMPELLO 69, MASSACHUSETTS

MILITARY BIDS AND AWARDS

Women's Russet Oxfords

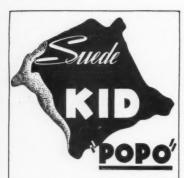
October 9, 1950—QM-30-280-51-380, women's low quarter russet shoes, 10,296 pairs. Opening at 2:30 p.m., October 9 in New York, delivery December 1950 to February 1951, for the Army.

Leather

October 11, 1950—QM-30-280-51-314, Various Leather items. Bid opening New York 2 p.m.; Delivery St. Louis, Mo., to be completed by Nov. 30, 1950; 700 skins, leather, calfskin, natural russet, med. weight; 1,000 sides, leather case russet 3 to 3½ oz.; 900 sides, leather case russet, 5 to 6 oz.; 170 fronts, leather, horsehide, cream, heavy weight; 1,500 fronts, leather, horsehide, cream, light weight; 100 backs, leather, skirting, natural russet, 10 to 12 oz. for the Army.

Leather

October 16, 1950—QM-30-280-51-351, Various Leather items. Bid opening New York 2 p.m. Delivery: St. Louis Medical Depot, Mo. 1,000 fronts heavyweight, cream-colored horsehide leather, 4½ to 5 oz. Stock No. 12-480-250. Also, 1,000 sides leather, case, russet, 5 to 6 oz. Stock No. 12-480-210. Also, 2,000 skins, leather, calfskin, natural russet, medium, weight 2 to 2½ oz. Stock No. 12-480-150. Delivery on all items must be complete by December 31, 1950, or earlier, for Army.



BLACK & COLORS

TENERIA "EL POPO" S.DE R.L. P. O. B. - 7674.

MEXICO, D.F. - MEXICO.

Women's White Oxfords

October 18, 1950—QM-30-280-51-368, women's white low quarter shoes, 13,836 pairs. Opening in New York at 1:00 p.m., delivery not later than January 1951, for the Army.

Mitten Shells

October 26, 1950—QM-11009-51-717, mitten-shells, trigger-finger, M-1948 Medium, 63,000 pairs, in accordance with Military Specification MIL-M-810A, dated Aug. 24, 1950. Opening in Chicago on October 26, delivery December, 1950-January, 1951

Leather

October 30, 1950—QM-30-280-51-452, opening in New York at 1:30 p.m. 5,063 skins, leather, sheepskin, El Morocco, tooling (various colors) and 3,703 skins leather, sheepskin, lining skiver, black and brown. Delivery to St. Louis and Edgewater, N. J., December 15-30, 1950, for the Army.

Various Items

October 9, 1950—QM-30-280-51-410. Leather sole strips, heavy-weight 12 irons, 500 pieces. Opening at 11:30 a.m., New York. Delivery to be completed by November 30, 1950, for Army Medical Corps.

October 10, 1950—QM-30-280-51-360. 76,692 pairs arctic felt boots. Opening at 2:00 p.m., New York. Delivery December 1950 through March 1951, for Army.

October 27, 1950—QM-30-280-51-428. Various items. Opening at 2:00 p.m., New York. 4,593 spools, 100 yards, various colors, leather lacing; 2,684 leather modeling tools, types 1 and 5; 2,000 skins, calfskin tooling leather, various colors; and 300 fronts medium weight, cream horsehide leather, 3½4 oz. Delivery December 15-30, 1950, for Army.

United Shoe Gives Workers 2nd Increase

United Shoe Machinery Corp., Boston, has announced a four cents per hour wage increase for all company workers. The pay raise is the second granted by the company within the past 45 days.

Announcement of the new increase came after several months of negotiations with local 271, United Electrical Radio and Machinery Workers of America. A previous four cent raise was granted Aug. 18 while negotiations were in progress.

Heads Hussco Sales



Stanley Moss, newly-appointed vice president in charge of sales and advertising for Hussco Shoe Co., Honesdale, Pa., manufacturer of Huskies moccasins. A veteran of 15 years in the advertising field, Moss will work directly with Hussco distributors and salesmen. His headquarters will be located at 1328 Broadway, New York City.

Allied Chemical Names New Officers

E. M. Maxwell and D. G. Rogers have been appointed president and executive vice president respectively of the National Aniline Division of Allied Chemical and Dye Corp., New York City. Both men have been with the company for many years in various executive capacities.

Maxwell succeeds B. A. Ludwig, dean of the American dyestuff industry, who retires after 53 years of service within the industry.

Raymond A. O'Shea of Howes Leather Co., Inc., Boston, and Louis Kleven of Klev-Bro. Shoe Co., Derry, N. H., urge all members of the trade who have not yet made contributions to the Leather and Shoe Jimmy Fund Drive to send them immediately to treasurer Maxwell Field at the New England Shoe and Leather Association, 210 Lincoln St., Boston. The committee reports an excellent reponse in the drive to obtain funds to build and equip a new Blood Transfusion Laboratory for the Children's Cancer Research Foundation in Boston.

Deaths

GEORGE MILLER DIES

... 61, shoe manufacturer, president and chairman of the board of I. Miller & Sons, Inc., Long Island manufacturer of women's high grade shoes, died Oct. 4 of a heart attack while at his home in New York City. The son of Israel Miller who founded the Miller firm in 1893, he played a vital role in the firm's growth and became one of the foremost figures in the shoe industry.

Born in Paris, the eldest of six brothers who also joined the firm, George Miller was brought to this country at the age of three. He became active in his father's growing business at an early age and in 1929 when Israel Miller died, George succeeded him to the firm's presidency. He expanded the firm's activities to other countries, including Great Britain, Australia and Mexico. Today, I. Miller has manufacturing branches in Long Island City, Jersey City, Harrisburg, Wilkes-Barre and Carlisle with retail outlets throughout the world.

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Among the many honors George Miller received for his contributions to the shoe industry was the Nieman-Marcus Award. He pioneered many women's shoe fashions. During World War II, he was a member of the War Production Board. He was also a director of Compo Shoe Machinery Corp., Boston; Sbicca Del Mac, Inc., and the National Shoe Manufacturers Association. He was active in the Federation of Jewish Appeal, and the Millerites, a company fraternal organization.

He leaves his wife, Lottie; a son, Richard Alan; a daughter, Mrs. Jacqueline M. Katzenstein; his mother, Mrs. Israel Miller; three brothers, Irving, Michael A., and Maurice; and three sisters, Mrs. Etta Bermant, Mrs. Mae Miller and Mrs. Rose Wacht.

Daniel J. Mahoney

his home in Brockton, Mass. Well-known in the New England leather and shoe trade, Mahoney had been associated for many years with Stone-Tarlow Co., Inc., Brockton shoe manufacturer, as a foreman and leather buyer. He was also a member of the New England Shoe Superintendents' and Foremen's Association. At the time of his death, he was also president

of the Brockton Credit Union. He leaves two sons, Frank A. and Joseph R.; a daughter, Mrs. Irene Sullivan; and two sisters, Miss Irene K. and Miss Anne M. Mahoney.

Fred J. Leimkuhler

. . . 57, leather executive, died Sept. 17 at Jefferson Hospital, Philadelphia, Pa., after a short illness. Leimkuhler was in charge of production and sales in the hat leather department of Drueding Brothers Co., Philadelphia tanner, where he had been employed for the past 42 years. A graduate of

the Wharton Business School of the University of Pennsylvania, he was a veteran of World War I. He leaves his wife, Edna, and a daughter, Nancy.

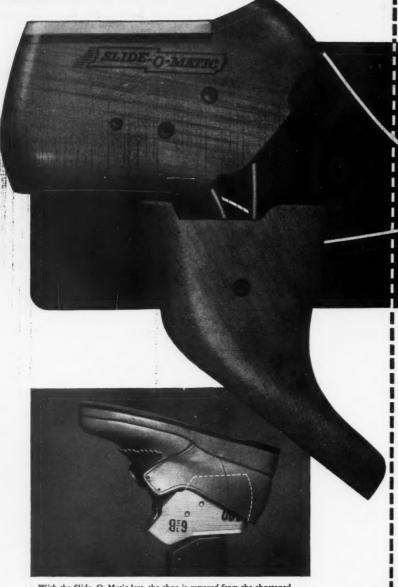
Samuel A. Cook

died recently at Hale Hospital, Haverhill, Mass. A former shoe manufacturer, Cook was active as a tanner in Haverhill at the time of his death. He leaves his wife, Lena; and three daughters, Mrs. Martin Holt, Mrs. Charles Adams, and Miriam.

(Other Deaths on Page 42)







With the Slide-O-Matic last, the shoe is removed from the shortened last — without straining of the back part — because the last shortens ½ to % of an inch. Result — the designed shape and proper tread, so carefully

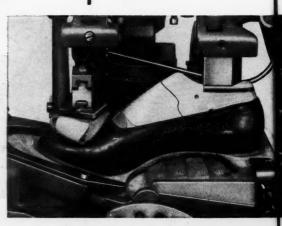
built into the shoe, are preserved . . . and strained or broken seams due to last removal are avoided. This improves the quality of your footwear and, with reduction in number of cripples, makes possible lower costs.

There are no notches, as in the cone of the standard lasts, and there is no opening in the bottom of this shortening last. With Slide-O-Matic, shoes retain their shape better because there is complete supporting surface for both upper and bottom, hence uniform settling of the upper material to the wood, and better work at sole leveling and sole attaching operations.

The Slide-O-Matic last is shortened quickly and with a minimum of operator fatigue by the actuating spindle of an efficient treadle-operated machine. The release of the spring hinge is accomplished with effortless speed, making possible substantial increases in daily production and, in some instauces, savings in operating costs.

Advantages

- Makes last removal quicker, easier.
- Eliminates strained or broken back seams, bindings, upper materials due to last removal.
- Makes last insertion in pre-fitted uppers fast, positive, effortless.
- Simplifies and speeds up relasting.
- Opens up new opportunities for the designer of men's and women's footwear.



Announcing SIGNEDIE-O-MILLEG

Greatest Last Development in Years – It Really Shortens!

HERE IT IS... biggest last news of many a year... the easily operated SLIDE-O-MATIC—a last that actually shortens inside a tightly lasted upper—a last that will not distort the shape of the shoe when pulled.

Developed by the United Last Company after years of research and testing, the Slide-O-Matic last, by its shortening action, avoids the hazards of strain and breakage to seams, bindings and upper materials typical of conventional last pulling. Thereby, Slide-O-Matic helps maintain the trim lines so important to fit, appearance and sales of the finished shoe. By the prevention of such shoe strain and damage, Slide-O-Matic lasts can often pay for themselves!

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A major advance for all types of shoe con-

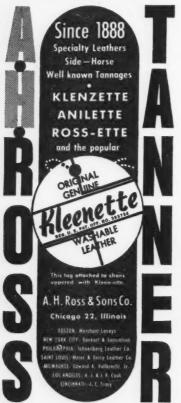
struction, Slide-O-Matic offers additional advantages to makers of footwear with prefitted uppers that are slip lasted. When the last is shortened it slips easily into a prefitted or previously lasted upper. When the last is closed after insertion, the driving power of its strong hinge stretches the upper full length from heel to toe. Result: a tight top line and a snug fit in the heel and toe portions of the upper. Easier relasting helps preserve lasted lines in the manufacture of Littleways and McKays.

To apply the many advantages of the Slide-O-Matic to *your* shoe manufacturing or designing, write, wire or phone your United Last representative for a demonstration or for descriptive literature.









LEATHER PRICES HOLD FIRM BUT SALES VOLUME SLOWS

Shoe Manufacturers View Easing Hide Market With Interest

Not too much leather available. Sole and sole offal slower. Sheep and sides do well. Kid active. Calf slower.

Sole Leather Slow

New orders for sole leather conspicuously absent on Boston market this week—a condition expected by tanners. For one thing, uneasiness on hide futures and spot market has led leather buyers to hold off any heavy orders, wait for possible price cuts. Also, most shoe manufacturers filled bulk of leather needs in July and Aug. Sole prices continue at top levels—how long they stay there is another story. Lighter weights find best sales. Tanners still ask 71-72c for 8-9 iron bends, 68c for 9-10 irons, up to 83c for below 8 irons.

Light Bends: 78-83c Medium Bends: 68-72c Heavy Bends: 58-63c

Sole leather tanners in Philadelphia report that with the exception of findings business is quite strong. Factory bends selling well but no prices available for factory leathers. Great demand for heads and bellies with which it is impossible to keep up. Prices on heads still quoted at 30c and bellies continuing to sell at 75c. The short-

Sole Offal Lags

Sales of sole leather offal on Boston market show definite slowdown. Tanners still fairly busy filling old orders; take few new ones. Shoe manufacturers appear to shy away from peak prices still quoted on bellies and shoulders. Cow bellies still listed at 52c and down; steers at 50c. Other prices also unchanged.

Bellies: Steers: 47-50c; Cows: 49-52c Single shoulders, heads on: Light, 58-65c, Heavy, 49-54c Double rough shoulders: 72-80c Heads: 28-31c Fore Shanks: 37-40c Hind Shanks: 39-43c

Calf Quiet

Boston calf leather tanners report sales continue generally quiet. Calf tanners have lost some business in past two months because high prices have priced some shoe manufacturers out of field. Also, many tanners now find they sold most of Oct. leather in July and Aug. Result is new sales lag. Prices still hold to peak levels. Even calf suede slows.

Men's weights: B \$1.10-1.25; C \$1.04-1.20; D .94-1.14; X .89-1.04; XX 85c

Women's weights: \$1.05 to 1.20; C 97c-1.07; D 90c-1.02; X 80c-96c; XX 65c-78c

Suede: \$1.25-1.35N; 1.20-1.25N; 1.10-1.15N

Price and Trends of Leather

KIND OF LEATHER	THIS WEEK	MONTH AGO	YEAR AGO	1949 HIGH
CALF (Men's HM)	1.10-1.30	1.10-1.23	90-1.10	95-1.15
CALF (Women's)	1.00-1.25	1.00-1.17	85-1.05	90-1.10
CALF SUEDE	1.20-1.35	1.20-1.25	1.00-1.15	1.05-1.30
KID (Black Glazed)	80-1.17	80-1.17	70-1.00	70-1.00
KID SUEDE	80-93	80-93	60-88	70-90
PATENT (Extreme)	56-71	48-56	48-56	56-66
SHEEP (Russet Linings)	19-28	19-28	18-23	19-23
KIPS (Corrected Reg. Finish)	64-71	60-67	57-61	57-61
EXTREMES (Corrected Reg. Finish)	54-62	51-59	45-53	48-53
WORK ELK (Corrected)	55-60	46-56	44-48	52-56
SOLE (Light Bends)	78-83	68-73	64-66	68-72
BELLIES	47-52	44-49	38-42	44-48
SHOULDERS (Dble. Rgh.)	72-80	70-77	60-67	64-72
SPLITS (Lt. Suede)	36-41	36-41	37-43.	39-44
SPLITS (Finished Linings)	20-26	20-25	20-22	22-24
SPLITS (Gussets)	17-22	17-22	17-20	19-20
WELTING (1/2 x 1/4)	11	10	9	91/2-10
LIGHT NATIVE COWS	33-34	31-32	241/2-271/2	291/2

All prices quoted are the range on best selection of standard tannages using quality rawstock.

Sheep Fairly Active

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Boston sheep leather market continues unchanged. This appears to be one market with little chance of price letdown for some time to come—barring sudden heavy drop in demand. Strong prices of pickled skins at origin give tanners no leeway. However, specialty manufacturers show little price resistance, keep orders coming in. Russet linings most active at 28c and down. The 28c is for few specially selected skins. Boot linings up to 25c; show linings about 20c.

Russet linings: 28, 26, 24, 22, 20, 18, 16, 15c.

Colored vegetable linings: 28, 26 24, 21, 19, 17, 15c Hat sweat: 29, 27, 25, 23c

Chrome linings: 32, 30, 28, 26, 24c Garment grains: 27, 25, 23, 21c Garment suede: 28, 26, 24, 22c

Side Leathers Fair

Boston side leather tanners report some new orders coming in despite this week's easing on packer hide market. However, most shoe manufacturers have filled immediate leather needs, can afford to wait market results. Here, too, tanners find they have already sold most of the leather they generally sell in this month. Price lists still unchanged. Heavy leathers do best business generally. Work elk only fair.

Heavy Aniline Extremes: B 64-67; C 63-64; D 56-59c

Other Finishes

Corrected Kips: B 63-71; C 61-69; D 59-67; X 53-60c Corrected Extremes: 54-62; 52-58; 50-56; 47-53c

Corrected Large: 51-56; 49-53; 47-51; 44-48c

Work Elk: 55-60; 51-56; 47-52c

Splits Unchanged

Boston splits market shows little change from recent weeks, despite hide market uneasiness. This means moderate to spotty sales situation with prices at nominal figures. Splits tanners have sold good deal of leather since July; now find new orders lagging. Suedes do best business in both uppers and linings. Light suedes bring 41c and down; heavy 47c and down. Finished linings do some business at 26c and down. Gussets fair; retan sole slow.

Light suede: 36-41; 34-39; 32-36c Heavy suede: 43-47; 41-43; 38-40c Retan sole: 40, 38, 35, 33, 30c Finished linings: 19-21; 20-23; 22-26c

Gussets: 17-22c

Pickled Heavy, 14-15c lb.; Light, 12½-13½c lb.

Blue splits: Heavy, 15-17c lb.; Light, 13-14c lb. Leathers of Distinction

LEATHER COMPANY, INC. Jefferson Leather Co., 119 Beach Street, Boston, Mass. Paul J. Gerwin, 485 So. High Street, Columbus, Ohio J. H. Spiegel, Inc., 191 William Street, New York, N. Y. Anton and Ingraham Lea. Co., 2007 Olive St., 8t. Louis 3, Mo. The John Harvey Leather Co., 50 Wildey St., Philadelphia, Pa. Stephens Leather Co., 406 Main St., Los Angeles 13, Calif.

ACME, 139 LYNNFIELD ST., PEABODY, MASS.

Suede worth the difference

SLATTERY BROS. TANNING CO. 210 South St. Boston 11, Mass.

If it's a Heller Sole It's a HELLER-VA Value

SAMUEL HELLER LEATHER COMPANY 535 Albany Street Boston 18, Mass.





• For several generations shoe manufacturers have looked to Laub for dependable sole leather, to produce longer wearing shoes. Headquarters for.

✓ Bends ✓ Bellies ✓ Shoulders Rough Double Shoulders

It might be well that you too investigate Laub products — the products of over 100 years experience in tanning.

GEO. LAUB'S SONS

TANNERS SINCE 1846
BUFFALO 6. N. Y.

AGENCIES
BOSTON: Merrihev & Company
GREATER NEW YORK: Thomas Leather Co.
PHILADELPHIA: Earl C. Cookman Co.
CHICAGO: Tiedemann Leather Co.
LOS ANGELES - SAN FRANCISCO: Russ White Co.

Kid Leathers Tight

Kid leather tanners of Philadelphia report rawskin situation tighter. Prices rising, quality deteriorating wherever tanners import skins. Some local tanners have closed offices in Brazil. Tanners cite three main reasons for situation. In Brazil, and probably other countries, they send own tanners into interior and pay premium prices for best skins, exporting what is left. Europe still paying very high prices for skins; higher than American tanners can possibly pay. Still a great black market in every country with speculators wanting to change their money into any kind of goods, and entering the rawskin market. Tanners feel chances of improving this condition slim, as the situation steadily worse. Even with recent price adjustments, profits not as high as they should be.

Locally, kind and amount of business about the same. Glazed retains lead over suede. Most sales in black, few in brown and blue. Prices of glazed and suede unchanged. Linings sell well at prices quoted last week. Slipper leather big with slipper men and cowboy boot manufacturers at firm prices. Here and there crushed and satin mats selling well. Little business in crushed, none in satin mats.

Current Average Prices

Suede: 35c-93c Glazed: 32c-1.17 Linings: 26c-60c Slipper: 30c-65c Crushed: 30c-70c Satin Mats: 50c-1.20

Belting Leathers Active

Philadelphia belting leather tanners report considerable activity. Orders exceed supply of stock on hand. Prices on butt bends have steadied up, with some quotations at about same rate as prices two weeks ago; in some instances a variation of only 1c. Possible to obtain quotations only on No. 2 and No. 3. Shoulders in great demand with last weeks' price of 84c quoted. Curriers report business good. No price adjustments in the past two weeks and tanners doing considerable amount of business. Still in position where they must limit size of orders they accept.

AVERAGE BELTING PRICES

Butt Bends:

No. 2 ex. heavy 1.05
No. 2 ex. light 1.15
No. 3 ex. heavy 1.01
No. 3 ex. light 1.11

AVERAGE CURRIED BELITING PRICES
Curried belting Best Selec. 2nd 3rd
Butt bends . 1,36-1.50 1.32-1.43 1.26-1.30
Centers 12" . 1.65-1.85 1.55-1.78 1.30-1.34
Centers 24".28" 1.61-1.82 1.55-1.75 1.30-1.34
Centers 20" . 1.57-1.76 1.50-1.70 1.30-1.39
Wide sides . 1.27-1.42 1.24-1.37 1.16-1.29
Narrow sides . 1.21-1.28 1.17-1.20 1.10-1.13

Premiums to be added: ex. heavy 8-10c; light 5c; ex light 12c-15c.





H. SWOBODA & SON, Inc 1027 N. Bodine St. Phila., Pa. Base Ball and Whip Leather Mfrs.

SWOTAN

GARMENT HORSE
WORK GLOVE HORSE
(Grain and Splits)

SPORTING GOODS LEATHER
RETAN SOLE LEATHER
SPECIALTIES

Welting Slower

New orders scarce. Prices hold firm. Regular Goodyear welting brings 11c in regular commercial transactions, slightly less for government contracts where volume is large and delivery extended. Steady flow of billing done against old orders. Specialty welting continues in great favor, is having its biggest year to date. Synthetic welting deliveries good but new orders slower.

Bag, Case and Strap Leathers

The tanner, who last week indicated a possible 3-cent advance, definitely confirmed the price rise this week. According to the tanner, the higher level reflects the sharp advances in raw materials during recent weeks. Advance went into effect despite halfcent drop in raw stock. Market holding steady to firmer. Production, demand and sales satisfactory according to most Midwestern tanners.

2½-ounce case	56, 53, 50c
3 1/2-ounce case	59, 56, 53c
4-ounce strap	69, 66, 63c
5-ounce strap	73, 70, 67c
6-ounce strap	76, 73, 70c

Work Glove Leathers Spotty

While demand from work glove leather manufacturers continues favorable for work glove split leathers, demand for horsehide grain leather relatively poor. Sharp drop in whole horsehide, front and butt market, not reflected so far in horse shank leather market.

Split leather for work gloves quotable at 21, 20 and 19c for grades 1, 2 and 3, basis light-medium weights. Up to 22c being asked in some instances, and even 20c. Prices reflect quality differences rather than change in price.

Horse Shanks (40-45 avg. ft. per doz.) 28-30c per sq. ft. Horse Shanks (50-55 avg. ft. per

doz.) 29-31c per sq. ft.

Cow Bellies (40-45 avg. ft. per doz.) 28-30c per sq ft.

Cow Bellies (50-55 avg. ft. per doz.) 30-32c per sq. ft.
Shoulder Splits (No. 1, 2, 3) (Per

Pound) 60, 50, 40c Glove Splits (L-M) (No. 1, 2, 3)

Garment Leathers

21, 20, 19c

Garment leather tanners about closed the books for season. Noticeable lack of demand from garment manufacturers, especially in horsehide leather. Much too late in season for further purchases for Winter's retail market. Pricewise, leather holding about unchanged. Drastic reduction in

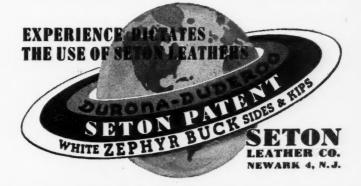


WELTING and SPECIAL LEATHERS

McADOO & ALLEN WELTING CO.

QUAKERTOWN, PENNSYLVANIA

Agencies in Principal Centers in the United States and throughout the world.





genuine shell cordovan — "the platinum of leathers" - for shoes, men's belts, military belts and holsters, and shark print cordovan for tips on children's shoes.



KAYE & BARNES, INC. • 93 South Street, Boston A. J. & J. R. COOK, INC. . Los Angeles and San Francisco HARRY BLOCH . Havana, Cub



BLACK GLAZED KID KID LININGS



SURPASS LEATHER COMPANY 9th and Westmoreland Sts., Philadelphia 40, Pa.

KORN LEATHER COMPANY

TANNERS OF

Splits
FOR EVERY PURPOSE

MEN'S AND WOMEN'S IN THE POPULAR PRICED RANGE

PEABODY, MASS., U. S. A.

horsehide market, including fronts and butts, but nothing altered in horsehide leather. Most tanners peg around 36 to 38c for average range on horsehide leather, with better quality bringing up to 40 and 42c.

Suede garment leather: 32, 30, 28c Grain garment leather: 31, 29, 26c Horsehide leather (Average): 36,

Better horsehides grades: 40, 42c

TANNING MATERIALS FIRM

Raw tanning Materials and Tanning Extracts prices unchanged from last week, with trading in these materials moderately active for immediate requirements. Tanning Oils quotations mostly unchanged.

Raw Tanning Materials

Divi-Divi, shipment, bags	
"Fair Average" \$71.00-\$72.0 "Merchantable" \$67.00-\$68.0	0
	U
Sumac, 28% leaf\$76.00-\$80.0 Myrobalans, J. 1s\$46.50-\$47.5	U
Myrobalans, J. 1s\$46.50-\$47.5	0
(Crushed \$73.00) J. 2s\$38.0	0
R. 1s\$47.00-\$48.0	0
Valonia Cups, 30-32% guaranteed\$57.00 Valonia Beards\$80.00	0
Valonia Beards\$80.0	0
Mangrove Bark, So. Am\$56.0	0
Tanning Extracts	
Chestnut Extract, Liquid (basis	
25% tannin), f.o.b. plant	
Tank cars	5
	,
Chestnut Extract, Powdered (basis 60% tannin), f.o.b. plant	
Bags, c.l 9.38	8
Bags, 1.c.1 9.70	ā
Cutch, solid Borneo, 55% tannin,	
plus duty	í
bbls	
Hemlock extract, 25% tannin, tk. cars.	
Hemlock extract, 25% tannin, tk. cars, f.o.b. wks	5
Bbls., c.l	í
Oak bark extract, 25% tannin, lb.	9
bbls. 61/2-63/4. tks	ı
Quebracho extract	۰
Solid and basis 620 tannin el	
Solid, ord., basis 63% tannin, c.l. plus duty 8-5/16	2
Solid, clar., basis 64% tannin, c.l09	•
Liquid, basis 35% tannin, bbls08	
Ground extract	
Wattle bark, extract, solid (plus duty) .07%	
Powdered super spruce, bags, c.l.	0
.05¼: 1.c.1	8
Spruce extract, tks., f.o.b. wks01%	į.
Powdered valonia extract, 63% tannin .091/2	ŝ
Tanners' Oils	
Cod oil, Nfid., drums 1.00	
Castor oil No. 1 C.P. drs. l.c.l	
Sulphonated castor oil, 75%	

Tanners' Oils
Cod oil, Nfid., drums 1.00
Castor oil No. 1 C.P. drs. l.c.l
Sulphonated castor oil, 75%
Cod, sulphonated, pure 25% moisture13
Cod. sulphonated, 25% added mineral12
Cod, sulphonated, 50% added mineral11
Linseed oil tks., c.l. zone 1
drums, l.c.l
Neatsfoot, 20° C.T
Neatsfoot, 30° C.T
Neatsfoot, 40° C.T
Neatsfoot, prime, drums, C.L221/2
L.C.L
Neatsfoot, sulphonated, 75%20
Olive, denatured, drs. gal 2.75
Waterless Moellon
Artificial Moellon, 25% moisture
Chamois Moellon
Common degras
Neutral Degras
Sulphonated tallow, 75%
Sulphonated tallow, 50%
Sponging compound
Split oil
Sulphonated sperm, 25% water19
Petroleum Olls, 200 seconds visc. tks.,
f.o.b
Petroleum Oils, 150 seconds visc. tks.,
f.o.b
Petroleum Oils, 100 seconds visc. tks.,
f.o.b
*Quotations withdrawn

PACKER HIDES EASE 1-2 to 1c IN ACTIVE TRADING WEEK

Total Trading Reported At 90,000 Hides As Prices Fall

Lighter selections do best business. Traders look for market adjustment. Calf and kip skins slow at steady prices. Small packer hides slow.

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\$72.00 \$68.00 \$80.00 \$47.50 \$38.00 \$48.00 \$57.00

\$80.00 56.00

3.45 4.13 4.65

9.38 9.78

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5/16 09 08 16½ 07¾

05 ½ 01 ¾ 09 ½

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Packer Hides Lower

Big packers accepted ½c lower on most selections although very light average light native cows from Southwestern section about 1c lower. Heavy native hides neglected except for few heavy native steers. Cows did not sell. Pressure on heavy hides, sellers have few.

In active list, light native cows and branded cows good sellers, with Colorado steers also figuring. Few other selections sold, some heavy native steers, few lights, some other branded steers. All hides ½c lower.

Total trading around 90,000 hides with outside independent packers putting in about 15,000 hides. Sellers found bids for heavy cows and heavy steers 1c lower for quantity buying. Some heavy steers ½c less on very small odd lot activity.

Market peculiar. While heavy hides drag, sellers in good position and need not accept more than ½c discounts.

Calfskins Very Quiet

Some small offerings at steady money, tanners not anxious to buy. Packers not pushing market, production very light, and accumulations, while building up somewhat, are still nothing much. Small packer calf quiet. Quotations on all selections unchanged.

New York trimmed packer calfskins quoted at \$4.50, \$5.25, \$6.25, \$7.15 and \$9.35 respectively for 3 to 4's, 4 to 5's, 5 to 7's, 7 to 9's, and 9 to 12's. Collectors trimmed skins figured at \$4.25, \$4.75, \$5.75, \$6.75 and \$8.65 respectively.

Big packer regular slunks at \$3.85, an offering at \$4.00 bringing a high bid of \$3.65.

Kipskins Slow

Packer kipskins sold in small volume. About 5,500 St. Paul and Chicago kip and overweights, Sept.-Oct. salting, sold at 62½ and 57½c respectively, FOB, called steady with previous activity. Other kip available, nothing sold. Outside skin markets quiet and unchanged.

New York trimmed packer kipskins quoted at \$10.75 and \$12.09 nominal for 12 to 17's and 17's and up respectively with collector skins figured at \$9.00 and \$9.50 respectively.

Small Packer Hides Slow

Market reacted to lower big packer prices, but accurate establishment of market due to lack of volume business. Tanners picking away at market only in minor way and refused to become active at the offering levels, as much as 2c above best buying ideas. Bids for 48 to 50 lb. average small packer allweight native steers and cows around 29 to 29½c selected with best offerings priced down to 30c selected but no lower. Some offerings of these hides around 31c selected.

Other selections priced around 31 to 31 1/2c selected for 45 to 46 lb. aver-



QUOTATIONS

		Present	Week Ago		Month Ago		Year Ago	
Native steers	32	-33 1/4	32	1/2-331/2	31	-32	24	-241/2
Ex. light native steers		361/2		37		34		291/2
Light native cows	33	-34	331	(2-341/2	30	-32	24	/2-27 1/2
Heavy native cows	33	-33 1/2 N	33	-33 1/2		31	23	/2-247/8
Native bulls		22N		23N		211/2		17 1/2
Heavy Texas steers		28 1/2		29		27½N		21 1/2
Light Texas steers		301/2		31		29N		22 1/2
Ex. light Texas steers		33 1/2 N		34		31N		251/2
Butt branded steers		281/2		29		27 1/2		211/2
Colorado steers		28		28 1/2		261/2		21
Branded cows	301	/2-31	31	-31 1/2		281/2	23	-24
Branded bulls		21N		22N		201/2		161/2
Packer calfskins	75	-80		75-80	723	2-77 1/2 B	55	-65
Chicago city calfskins	58	-60N	58	-60N		50N		40
Packer kipskins	52 1	2-63		63		62 1/2		50

HIDE FUTURES

COMMODITY	EXCHA	NGE, INC.,	FUTURES	MARKET	
	Close Oct. 5	Close Sept. 28	High For Week	Low For Week	Net Change
December	27.30B	27.14T	27.60	27.40	+26
March	26.00B	25.70B	26.15	26.10	+30
		25.20B		$\overline{}$	
September	25.25B	24.80B			
		Sales: 238	lots		

SPRUCE EXTRACT
||||||||
POWDERED SUPER SPRUCE
|||||||
LACTANX

IIHII

ROBESON

PROCESS COMPANY

GENERAL OFFICES 500 Fifth Avenue New York 16, N. Y.

OPERATING PLANT AT Erie, Pa.

age Midwesterns, 32½c selected for 42 to 43 lb. average, FOB shipping points.

Country Hides Down

Further weakness in big packer hides led to tanners lowering their ideas for country hides another half-cent. Tanners have little desire for country hides, with lower big packer market tending to further influence their lower paying prices.

On a 48 to 50 lb. average basis, tanners quoting around 25 to 25 ½c flat for 1's and 2's, in carload lots, FOB shipping point. This range would represent mixed locker plant and renderer hides, with straight locker plant hides figured slightly higher.

Horsehides Weaker

Market weaker by about 25 to 50c on whole hides, fronts and butts. Tanners show slight interest at around \$12.50 to \$12.75 for good quality trimmed Northern horsehides averaging 70 lbs., in carload lots, FOB shipping points. Untrimmed lots bring about \$1.00 to \$1.10 premium.

Fronts on the weak side, with prices around \$8.50 to \$9.00. Butts quotable at \$4.25 to \$4.50, basis 22 inches and

Sheep Pelts Quiet

Quiet week in sheep pelt market. Sellers, finding very few pelts coming through, could not offer much, particularly in face of very good demand. Prices unchanged. No. 1 shearlings good sellers, when available, at \$4.50 to \$4.75, according to quality. Fall clips salable at \$5.00 to \$5.25. Pickled skins, big packer production, quotable around \$17 to \$18 per dozen, depending upon quality.

Dry Sheepskins Quiet

A little business going on but volume restricted due to small offers and high rates asked. While there is interest in market, most buyers complain they cannot meet prices asked by shippers at origin. Latter say holdings not burdensome and as they can keep skins moving, they see no reason for lowering their ideas of value.

A little more activity hair sheep markets. Business consummated in Nigerians, 170 lbs. Kanos at 64c and Sokotos at 69c, basis primes. Other selling quarters claim difficulty in getting offers as shippers well sold up and entertain higher ideas of value. Cape glovers held very high, shippers ask-ing 180 shillings. While some interest buyers reluctant to follow market upward. Some trading in Addis-abbeba skins with regulars, 150 lbs. quoted at \$7-7.50 while butchers, 170-180 lbs. at \$11.50 and market is ranged \$11-12, as to shippers. Brazil cabretta market mixed. While some shippers talking up to \$18, basis manufacturers, for regulars, other offers in market at \$15.50 fob., basis importers and best bids \$1.00 less. Shade dried Mombasas quoted \$5.50-6. Some sellers higher.

Not much change in shearling market. Shippers have extremely high ideas and while buyers interested, they claim they cannot meet prices asked. Wool sheep markets firm and high. No auctions last week at Melbourne but at Sydney, 41,000 skins offered with dressing types two to four pence, crossbreds two to five pence Australian currency dearer, lambs and hoggets par to two pence, all others one to three pence lower.

Some business in Papra slats with latest sales involving 900 lbs. at \$7.50 per dozen, c&f. No late offerings of Peruvians as previous reports were to effect that shippers ideas were too high to interest buyers.

Reptiles Slow

Although more offers, market rather quiet as buyers claim fair stocks on hand and want to wait it out believing when ready to trade, market may be lower. Agents state shippers show

little inclination to reduce prices and not replying to counter bids made. Reported that 10,000 Madras bark tanned whips, 4 inches up, averaging $4\frac{1}{2}$ inches, 70/30 selection, sold at \$1.05 but a combined offering of whips and cobras at 95c failed to interest buyers. Calcutta oval grain lizards, 40/40/20 assortment and 90/10 selection, offered at 35-36c, as to shipping dates and unsold. About 10,000 Siam aers, 8 inches and up, averaging 5 lbs., sold at 18c. Not much interest in chouyres while asking prices too high for buyers for Ring lizards, pythons, etc., descriptions. Brazil market slow, few offers made and at prices above the ideas of buyers.

Deerskins Firmer

Firmer tone to market and according to reports, sales have been made of Brazil "jacks" at 72-74c fob., basis importers, as to sections with the outside and even higher now being asked on further offerings. Reported that bids of 77½c fob., basis importers, for Maranham "jacks" refused with shipper stating dealers had paid up to 78c fob., basis importers, which is present asking price.

Pigskins Slow

With Fulton County buyers operating cautiously, trading at minimum. Buyers ideas generally not over \$2.50 fob., basis importers for Manaos greys, but shippers asking from \$2.60-2.70 fob., basis importers, and unwilling to shade ideas as they have been moving skins at around their ideas of value, believe going to Europe. Last confirmed sales of Para grey peccaries at \$2.35 fob., basis importers, but shippers now ask 10c more. Blacks in every instance sell at usual differentials.

Popular Price Show To Hit New High

More than 400 shoe and allied trades manufacturers have filed requests for exhibit space at the forthcoming Popular Price Shoe Show of America, according to Edward Atkins and Maxwell Field, co-managers of the Show. This is a new record in number of applications received in the two weeks immediately following mailing of applications.

Applications to date were only from firms exercising options on space occupied at the previous PPSSA and more than 800 additional applications have been mailed the companies which have not previously exhibited. The Show will be held Nov. 26-30 at the Hotels New Yorker and McAlpin, New York City.

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SUMAC EXTRACTION

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raw vegetable tanning material there is an optimum temperature at which all of the tannin can be extracted, provided enough water, at that temperature, is allowed to pass through the material. The table herewith contains data concerning the optimum temperatures of a number of the most commonly used vegetable tanning materials.

A study of the data contained in the table below will show that of all the vegetable tanning materials tested, sumac leaves were found to have the lowest optimum temperature. As a matter of fact, between 110° and 140° F., all of the tannin was removed. At temperatures above 140° F., the loss of tannin increased steadily. When water at 100° F. was used about 25 percent of the tannin was lost or destroyed.

All natural tannins, as well as the coloring matters contained in them, are complex glucosides; accordingly, when their solutions are subjected to high temperatures or exposed to prolonged heating, even at comparatively low temperatures for a long

period there is either a loss in tannin or coloring matter. In most cases there is a loss of both coloring matter and tannin. Furthermore, there is a loss in purity, as well as leather making properties. For the efficient commercial extraction of sumac leaves, the author has used, with much success, extraction water at 165° F.

Extraction Methods

The oldest and, undoubtedly, the most efficient method for the commercial extraction of the tannin from sumac leaves is that known as the open leach system. As a general rule, from eight to twelve wooden, cylindrical tanks or leaches are employed. Regardless of the number or size, each leach is provided with a perforated false bottom, made in such a manner as to permit the free passage or percolation of the extraction water or liquor. Ordinary or slat false bottoms are not suitable for sumac as they permit the passage of considerable insoluble matter made up almost entirely of unextracted sumac. However, for the extraction of sumac, either in the form of leaves or ground leaves, a corrugated or grooved false bottom,

Optimum Extraction Temperatures of Various Vegetable Tanning Materials

The Correct Temperatures for the Extraction of Some of the

Common Vegetable Tanning Materials

Extraction Temperature	Oak Bark	Myrobalams Nuts	Valonea Acorns	Sumac Leaves	Wattle Bark	Quebracho Wood
60°F.	62%	79%	70%	70%	65%	35%
85°	70	84	86	87	91	46
110°	84	93	86	99	95	70
140°	88	96	*100	*100	96	76
165°	95	97	99	89	*100	88
195°	*100	*100	94	81	94	*100
212°	93	98	91	75	91	89

^{*}Temperature at which 100% of the available tannin is extracted.



DERMABATE COMPOUNDS LIQUID EXTRACTS

HEMLOCK OAK MANGROVE
STAINLESS SUMAC ORDINARY SUMAC
QUEBRACHO RAPID TAN "G"

SPECIAL DIPPING EXTRACTS



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Manufacturers of the Largest Variety of Vegetable Tanning Sameets

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Roy Wilson, Dickson Ltd., 7-8 Railway Approach, London, S.E.I Getz Bros. & Company, San Francisco, Calif.; New York City provided with a sufficient number of holes, has been found to be very satisfactory, in that it prevents clogging. On the side of each leach, between the true and false bottom, there is a brass pipe and valve so that the extraction liquor may be drained off either into a storage tank or pumped from one leach to another.

The open leach system is operated according to that which is known as the press method. Briefly described, the raw or fresh tanning material, properly prepared, is put into any given empty tank or leach, and liquor which has passed through the entire battery is pumped over it until the leach is filled. When the strong liquor is drawn off it may be pumped into a storage tank or may be transferred directly to the evaporators. Before the last leach is dumped in order to remove the spent or extracted material, fresh hot water is used to fill the leach, which is usually called the tail leach. After the water has

been pumped onto the next leach, the spent tanning material is discarded. As the extraction water or liquor becomes stronger in tannin by being made to pass through the entire system it finally passes through the fresh tanning material contained in the head leach. Obviously, the object of the press system is to obtain concentrated tanning liquors, either for use in tanning or for the manufacture of sumac extract.

Many raw vegetable tanning materials can be effectively extracted by the pressure system in which autoclaves are employed. This is often referred to as the closed system. However, inasmuch as autoclaves are usually made of copper they cannot be used to good advantage for the extraction of sumac leaves if liquors or extracts suitable for the production of light colored leather are required. Sumac liquors, as well as the leather produced from them, are subject to discoloration by copper even though they come in con-

tact with it for a short time. In the laboratory extraction of sumac glass extractors are invariably used.

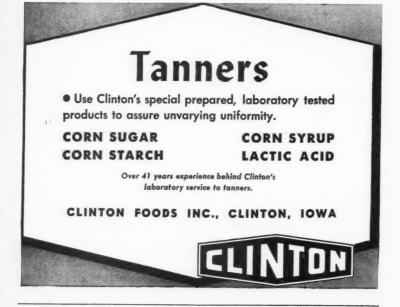
Sumae Extracts

There are two varieties of sumac extract produced in the United States, at the present time. One is produced from domestic sumac leaves, and is known as ordinary sumac extract, while the other is known as stainless sumac extract, and is made from imported or Sicilian sumac. Both extracts, under normal conditions contain approximately the same amount of tannin (25 percent), but the latter invariably sells for one or more cents per pound than the former.

The leather produced by the use of Sicilian sumac, either in the form of leaves or the extract produced from them, is generally considered to be better, both in respect to yield and quality, than that produced by the use of domestic sumac. The superiority of the leather produced by means of Sicilian sumac is shown by a fuller and more mellow feel, as well as a lighter and more uniform However, when domestic sumac leaves are carefully extracted, at low temperatures they often yield extracts which are capable of producing light colored leathers suitable for shoe linings and fancy leathers.

Next to the leather made from Chinese nutgalls extract, that made from sumac extract is the most resistant to discoloration due to oxidation, as well as by the action of sunlight, and therefore it is recommended for all the purposes of high-class bookbinding and upholstery leather.

- END -





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that he will have new patterns adopted and the dies and patterns on hand to start to cut his shoes when the first orders come in. The initial expense may be a little greater but the overhead saved by running at capacity will more than make up for it. He cannot wait to see what the style leaders are doing and then knock off these patterns and hope to deliver on time.

Secondly, if he has sufficient capital he should precut certain shoes of which he is sure and, particularly, those that he is going to promote nationally. He can either fill orders as they come in from this advance cutting or use them as a reserve for his stock department, if he has one.

Thirdly, he must have some space open for a prompt delivery to the customer who played square with him and he must refuse to take all the business that the late placers pour in to him at the last minute. This will take courage but it is the only way to force an earlier commitment next time.

And, finally, he must anticipate his leather requirements, particularly on color, to the tanner in sufficient time for him to get his leather in, and cut the shoes for which he has orders.

If the manufacturer finds he is going to be late, he should notify the retailers before cutting, giving him the privilege of cancellation, which will prevent needless markdowns.

The Tanner

Now to the tanner. He is somewhat like the manufacturer. He too should anticipate his color sales and should put into work a greater amount of the coming season's colors so that he can deliver on time. He too must notify the manufacturer if he cannot deliver as specified, so that he manufacturer can tell the retailer a true story, particularly on colors and materials that have a short life.

I may not have touched all the spots that could be thought of in discussing better timing and delivery. If you study these thoughts and see how it applies to your segment of the industry, remembering that early date of Easter in 1951, March 25, you will





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avoid some of the heartaches and troubles that usually occur in a Spring season.

In reviewing this old problem of the industry. I have treated it as if the unsettled conditions that exist in the world had no influence. Except for a flurry in July when the newspapers were full of price control and rationing, the retailing of shoes has settled down to normal. It is difficult to estimate at this time how much the tremendous purchase of hard goods, with its resultant drain on the pocketbooks, will take away from future sales of shoes. The retailer should be conscious of it and be liquid enough to adjust himself accordingly. Ours is a business of servicing our customers with right shoes at the right time. We should not speculate in excess inventory. The losses that can result are far greater than any profits we might hope to gain, particularly after taxes.

Should our economy run as it is presently doing then we can operate in our normal way, facing our same old problems. Should the man in the Kremlin have other ideas about world affairs that would cause the President to invoke some of the authority granted him, then a whole new group of problems would be set up. No two sets of war-time conditions are ever the same, and just because something happened the last time does not necessarily mean that it will happen again.

The shoe industry at its various levels, retailer, manufacturer and tanner, has proved its ability to meet ever changing problems and conditions.

- END -





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HIGHER SHOE WAGES

(Concluded from Page 9)

and have had for years. In fact, an executive of one of them told me once that he believed he could keep a lower average wage trading with unions than he could if he were not unionized. Likewise some of those shoe manufacturers paying the highest wages in the industry are not unionized. Perhaps one reason that they can pay higher wages is that they have not had the cost of the constant bickering that usually occurs when a union comes in.

Good progress has been made in our industry in recent years toward getting the average wage level up. These things cannot be revolutionized overnight. To be on a sound basis, these higher wage levels should come gradually. More and more companies are realizing the many advantages from that policy and are moving in that direction. It would be desirable too if we could get Congress to put another boost in the minimum wage level. That would bring up those laggard companies who have not yet seen the light and make it possible for the whole shoe industry to get on a better and sounder basis.

-END -

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NEWS QUICKS

About people and happenings coast to coast

Missouri

- Paul R. Dennison, superintendent at the Houston plant of International Shoe Co., has been transferred to a similar position at the company's Hamilton plant. Leo Volkmer, recently superintendent at the Jefferson City plant, has taken over similar duties at Houston.
- Allen and Stis, St. Louis leather distributor and sales representative, has changed its name to Allen Leather Co. No other changes are planned, according to company officials.
- International Shoe Co. has paid out \$25 million in employe wages at its two Perryville plants in the last quarter century, according to figures announced by M. F. Brunke, superintendent. A total of 78 million pairs of shoes were manufactured during this period at the Magnolia and Kiefner plants, which together employ 1175 workers and pay out \$2 million in wages annually. Brunke is celebrating his 20th year as superintendent at Perryville.

Wisconsin

• S. B. Foote Tanning Co. of Red Wing, Minn., reports that Paul J. Klein of 1400 E. Capitol Drive, Milwaukee, is now its Milwaukee representative. Klein replaces Charles Degen Co., also of Milwaukee.

Massachusetts

- Ernie Valle, formerly superintendent at Stetson Shoe Co., Inc., South Weymouth, is now with Jay Shoe Co., Norway, Me.
- Keller Hide Co. has been organized as hide and skin brokers at 50 State St., Boston. Irving Keller, formerly president of Watertown Hide & Skin Co., is principal.
- All officers and directors of American Hide and Leather Co., Boston, were re-elected at the annual meeting of stockholders held Sept. 27 in Flemington, N. J. Present officers are Claude Douthit, chairman of the board; Carl F. Danner, president; Samuel Haight, vice president; Charles E. Nichols, treasurer; George C. Scott, secretary; and Timothy F. Brown, assistant treasurer.

- William Potash is no longer with Triple Novelty, Maspeth, L. I., where he served as designer and pattern maker.
- Shoe executive Joseph C. Meyer has left the Lasting Shoe Co. of Brooklyn because of ill health.
- Spencer Anderson has joined the sales staff of J. H. Spiegel, New York tanner, and Plymouth Rubber Co. He will cover Pennsylvania for both firms.
- The recent fire at the New York plant of Palizzio, Inc., reportly caused several thousand dollars worth of damage in the fitting room and stockrooms. Delivery of shoes will not be delayed, according to company officials, who report full production has been resumed.
- The George O. Jenkins Co., Bridgewater, Mass., manufacturers of built-up leather heels, have introduced a new shoe fashion note—built-up heels in colors. This line is called "Spectro."

DON'T MISS THESE Oct. 14 | | and | Features

- 1. The Facts On Military Footwear — by Major Walter Trauger, QM Corps. The most comprehensive report on our military footwear program ever published.
- Iron-Tanned Sole Leather by Valentin Schmidt. A tanning method successfully used in Germany, with certain outstanding advantages.
- 3. A School For Tannery Management by Charles Proctor.

 A man with a half century of practical tanning experience presents the case for a school for training tannery management executives.
- 4. New Developments A last that shortens . . . Ultra-violet tanning aid . . . Hinged-sole sandal . . . Back-zip overshoe.

Pennsylvania

• The laying of the cornerstone for Armstrong Cork Company's new research laboratories at Lancaster was marked on Sept. 27 by a ceremony attended by several hundred prominent scientists, educators, industrialists, and Army, Navy and Government officials. Dr. Vannevar Bush, president of Carnegie Institution, presented the main address.

California

- The Eastmor Leather Trading Corp. of Gloversville, N. Y., maker of Eastglo suede for ladies' suede sportswear, has appointed Herbert A. Cohen Co., 116 New Montgomery St., San Francisco 6, to represent them on Pacific Coast.
- Split Sales, Inc., Peabody, has reported the following sales repressentatives under its new expansion plan: Biron & Cohn, New York; Wolf International, Inc., Milwaukee; Joseph B. Aylor, Cincinnati; Vogel Helmholz, Baltimore; A. J. & J. R. Cook, Los Angeles and San Francisco; J. S. Normand, Fort Worth, Tex.; and Walter Hardtke, Milwaukee. George Limon is president and treasurer of the firm which is expanding production as well as sales.

New York

- · Charles I. Carroll, senior salesman in the Philadelphia, Pa., office of American Dyewood Co., New York, for over 40 years, has been named manager of the Philadelphia office. Stanley Shultz who sold the firm's dyewoods, tanning extracts, textiles, paper and printing ink in the Ohio Valley, Tennessee, the Carolinas and Georgia, has been transferred to Philalelphia. Schultz will continue to handle his Southern trade while calling on Philadelphia customers. Howard B. Simmons and Warren J. Norton of the firm's Chicago office will take over the Ohio Valley trade.
- R. Herbert Bailey has been elected board chairman of United Dyewood Corp., New York City. Bailey, who is also chairman of American Dyewood Co., a subsidiary of United Dyewood, succeeds Walter A. Lynch, who has resigned because of his duties as a representative in Congress for New York's 23rd District.
- Directors of U. S. Leather Co., New York City, have recommended to stockholders that changes be made in articles of incorporation to permit wider investment activities, particularly in dealing with gas, oil or mineral discoveries on company properties.

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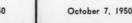




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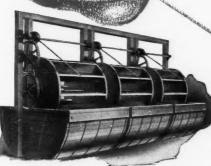






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WITH THE CUMULATIVE KNOW-HOW OF 4 GENERATIONS... SINCE 1879

Stockholders of record Sept. 20 will vote on the recommendations on Oct. 24.

• Robert Cardone, treasurer of Cardone & Baker, Inc., Brooklyn, has been elected president of the New York Association of Younger Shoe Men, succeeding Joseph Alto, his brother-in-law. Hy Rabkin of Bon-Tell Footwear Corp., was elected vice president and Burton Grossman, Grossman Shoes, Inc., secretary. Vincent Guida of Guida Wood Heel Co.

was re-elected treasurer. The Association is presently studying the possibility of staging a shoe show in New York next Spring.

- London Character Shoes, New York men's shoe chain, has been awarded a special scroll by the Government of Israel for being the first American firm to introduce Israelmade shoes.
- Creditors of Jaycee Footwear Corp., Hempstead, L. I., N. Y., wom-

en's shoe and slipper manufacturer, have recommended a 25 percent cash settlement offer. Assets of the firm are to be sold in bulk to a new corporation to be formed.

- Sternlite Mfg. Corp. has been organized to manufacture leather goods at 369 Lexintgon Ave., New York.
- Frederick Athing has joined A. Werman & Sons, Inc., Brooklyn, as a designer and pattern maker. He was recently associated with Langerman Shoe Corp.

Illinois

- M. Ascheim & Co., New York hide and skin broker and importer, has moved its Chicago office from 30 W. Washington to larger quarters at 7 S. Dearborn St. G. E. Marks is in charge of the branch.
- Intermountain Animal Processing Corp., Ogden, Utah, has been leased by Quaker Oats Co. for three years to be used in production of Ken-L-Ration dog food. Quaker Oats produces horse hides also.
- The New Athens Commercial Club has authorized immediate construction of a 40-ft. addition and improvements at the factory building it leases to St. Louis Shoe Mfg. Co.
- Investigation has been asked of a fire which caused \$25,000 damage last week to the **Acme Leather Co.** building in Chicago.

Canada

• During the past two months, demand for leather products of Davis Leather Co., Toronto, Ont., has shown a sharp increase, according to company officials. The company reports a flood of orders, many from the U. S., which has brought tannery operations up to 90 percent of capacity, in contrast to a slow first half 1950.

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Renowned half a century for integrity and cooperative spirit



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Agents Wanted

AGENTS WANTED for a line of leather and composition counters, children's and slipper leather outsoles, uplifts, leather wedges, and toplifts of all descriptions. For upstate New York, Metropolitan New York, Pennsylvanis, Oregon, and Washington. Straight commission basis. Give experience and references. Address G-26. c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Chamois Leather

SUITABLE FOR ALL Automotive, Industrial and Domestic purposes. In Full Skins and and Domesti Cut Squares.

Plain and Cellophane Packed Lowest Prices—Prompt Delivery WOODACRE CHAMOIS CO., LTD., Leather Dressers
DARWIN-LANCS-ENGLAND

Closeout Lots for Sale

WE OFFER quantities of pigkins, lining splits, glove leather, embossed side leather and embossed leather public.

Address K-1,

c/o Leather and Shoes,
20 Vesey St.,
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Measuring Machine

FOR SALE: Turner whole hide measuring machine. Whole segments. Good condition.
Write to:
LEATHERCRAFT CORP.,
17-23 Nevada St.,
Newark, N. J.

Consulting Tanner

NOTHING TO SELL excepting expert advice as a consultant on process control, tannery problems, procedure and service, from the hidehouse to the shipping room. Beamhouse, tanning, and finishing problems a specialty on calf. kip, sides, and splits of all types. Retan upper in prints, smooth, aniline, army retan, mechanical retan. Chrome upper, vegetable upper and linings, sporting goods sides, chrome and vegetable sheep for all purposes. Miscellaneous leathers of various types. Thirty years of solid tannery experience as a tanner and tannery superintendent as a background. Very best references. Address K-5, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ili.

Setting Out Machine

WANTED: Turner 6' #5 Drum Setting Out Machine.

Address K-6, to Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Rates

Space in this department for display advertisements is \$5.00 per inch for each insertion except in the "Situations Wanted" column, where space costs \$2.00 per inch for each insertion.

Undisplayed advertisements cost \$2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situations Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Tuesday morning for publication in the issue of the following Saturday.

Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

THE RUMPF PUBLISHING CO. 300 W. Adams St.

Situations Wanted

Making Room Foreman

EXCEPTIONALLY ABLE MAN capable of taking full charge of making room or entire California process production. Excellent experience and recommendations. Will go anywhere. Address J-13, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

Help Wanted

Supt. Counter Factory

WANTED: Supt. Counter Factory. Man who understands how to make sole leather and fibre counters. Must be a good trainer of help and understand how to set up counter ma-chinery. Give age, experience, and references. Address G-25, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Tanner

WANTED: Tanner capable of running small tannery, horse or cow sides. If the right man, will consider his becoming associated with the firm.

Address K-3. c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Chemist

GRADUATE CHEMIST, preferably with experience in the development and manufacture of shoe or tannery finishes, or wax and resin emulsions, is needed as Assistant Chemist by a well established, progressive organization located in the Middlewest. Preferably one between the age of 26-35. Please state age, education, experience, nationality and salary desired. All replies will be held strictly confidential. Address K-2, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Representatives

LARGE MANUFACTURER of adhesives can use several qualified representatives with experience in selling natural and synthetic latex and rubber cements. Write stating full details. Address K-4, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Tannery Superintendent

WANTED: Progressive Tanning Organization in the East needs a Superintendent to assume charge of operations in their plant (tanning and finishing of vegetable and chrome tanned sides). Must have experience and ability and know all phases of manufacturing

all phases of manufacturing.
Unlimited opportunity for the right man. All replies will be held in utmost confidence.
Please state age, experience and salary desired and other important

Give us information you would want to know if you were placing this advertisement.

Address K-7 c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Investigate "CONTROLLED STITCHING"

Perfect work at higher speed and lower cost. Good stitchers become better; poor stitchers become good. Results absolutely guaranteed.

MACHINE JAX COMPANY

170 Summer Street Boston 10, Mass. Tel. Liberty 2-8684

WE OFFER FOR SALE

5,000 Double strap shoulders, A&B selections, 7 to 8 oz. Sanded on grain with buffed flesh. Regular line. Save 7 to 10c per foot. 25,000 ft. Black sucke kid for women's shoes made in Mexico, C

25,000 ft. Natural color bark splits suitable for non slips and for light slipper soles.

25,000 ft. of top selection heavy and medium Natural color sole splits. Also 50,000 ft. of same splits in medium weights at lower price Good values.

100,000 ft. of Bark splits suitable for holster trade, stretched and tacked out by the foot. 2½ to 3% oz. in double butts. Also available in 4 to 6 oz. We can ofter these in double butts—in unfinished or finished to suit your requirements.

75,000 lbs. of Double butts in bark splits, rough not tacked out by the pound, in assorted weights to suit buyer.

250,000 ft. of Top Grain Pigskins in crust. Will finish to suit buyer in any color and reprint in any grain. Exceptonally good value. Also have them in Pig Splits in crust. Can also refinish.

150,000 ft. of Chrome choice Butt Splits in grey, sanded. 100,000 ft. of Chrome choice Butt Splits in grey, unsanded. 50,000 ft. of Black Suede Shoe Splits

25,000 Black Rubber Slabs, 9-10-12 irons, not corded.

25,000 Black Runner Slans, 9-10-12 irons, not corded.
Oak Bellies and Shoulders from imported sole leather.
100,000 ft. grey Chrome Unfinished Sheepskins. Good selection.
Velvot Sole Leather Shoulders, Bends, Bellies, Strips, in all irons from 4 to 7 irons, Chrome Velvet Tannage.
Flexible Innersole Splits, finest and best tannage, with high class finish in Bends and Shoulders. All weights and selections.

One million ft. of various grades and lots of splits.

Send us your inquiries. We have hundreds of additional items and may have just what you are looking for.

We are Tanners, Finishers, Importers, and Jobbers — Established since 1835.

60,000 lbs. of Canary Color Glove Chrome Shoulder Splits. 25,000 feet Corn Cobb color Best Slipper Splits.

50,000 feet Brown Color Elk print 2 to 4 oz. Shoe or Slipper Splits. 50,000 feet Crushed Top Selection Goatskins, Assorted Colors. 100,000 feet Bark Splits 4 to 8 oz. in Double Butts and Sides. High Class goods suitable for luggage—novelty—shoes. One car load finders wide heavy Best Butt Pieces.

MORRIS FELDSTEIN & SON, INC. 85 GOLD ST. NEW YORK 7, N. Y.

Oct. 15-19, 1950—Advance Spring Shoe Showing, sponsored by New England Shoe and Leather Assn., Hotels Statler and Touraine, Boston.

Oct. 15-18, 1950—First joint convention for tanners, shoe manufacturers and retatlers. Sponsored by Canadian Shoe Council. Quebec City, Canada.

Oct. 25, 1950—Annual Fall Convention, National Hide Assn. Edgewater Beach Hotel, Chicago.

Oct. 26-27, 1950—Annual Fall Meeting, Tanners' Council of America. Edgewater Beach Hotel, Chicago.

Oct. 29-Nov. 2, 1950—National Shoe Fair, sponsored by National Shoe Manufacturers Assn. and National Shoe Retailers Assn., Palmer House and other hotels, Chicago.

Nov. 4-8, 1950—Spring Shoe Show, sponsored by Southeastern Shoe Travelers Assn., Atlanta Biltmore Hotel, Atlanta, Ga.

Nov. 4-8, 1950—Spring Shoe Show, Pennsylvania Shoe Travelers Assn., Hotel William Penn, Philadelphia.

Nov. 5-7, 1950—Spring Shoe Show, Central States Shoe Travelers, Muehlebach and Phillips Hotels, Kansas City, Mo.

Nov. 5-7, 1950—Michigan Shoe Travelers Club Show, Hotel Statler, Detroit.

Nov. 12-14, 1950—Spring Shoe Show, Indiana Shoe Travelers Assn., Inc., Claypool Hotel, Indianapolis, Ind.

Nov. 12-15, 1950—Spring Shoe Show, sponsored by Southwestern Shoe Travelers Association. Adolphus, Baker and Southland Hotels, Dallas, Tex.

Nov. 12-16, 1950—Parker House Shoe Show, Parker House, Boston.

Nov. 26-30, 1950—Popular Price Shoe Show of America, sponsored by New England Shoe and Leather Assn. and National Assn. of Shoe Chain Stores. Hotels New Yorker and McAlpin, New York City.

Dec. 4-6, 1950 — Factory Management Conference, sponsored by National Shoe Manufacturers Assn. Hotel New Yorker, New York City.

Jan. 13-17, 1951—37th annual MASRA Convention and Mid-Atlantic Shoe Show. Sponsored jointly by Middle Atlantic Shoe Travelers Assn. and Middle Atlantic Retailers Assn. The Benjamin Franklin, Philadelphia.

Deaths

Harry Miller

... 60, metropolitan New York sales representative for Thomas Taylor & Sons, manufacturer of Shugor; Respro Inc.; and Excel Manufacturing Co., died of a heart ailment at his home in New York. Widely known in trade circles, he was a familiar figure in the New York area for many years. A native of Paris, France, he came to the U.S. in his late teens and worked for such shoe firms as Hanan & Sons, The Florsheim Shoe Co., Julius Grossman, Inc., George W. Baker Shoe Co., and others.

After serving as a fitting room foreman for several years, he took on the sales representation of the Thomas Taylor, Excel Manufacturing and Respro lines in the New York territory. He also became an active member of the Superintendents' and Foremen's Association of Greater New York, serving three successive terms as president from 1935-1937. He leaves his wife, Henriette W.

William E. Ritter

. . . 77, shoe manufacturer, died recently of a cerebral hemorrhage at his home in Taneytown, Md. He was president of the Littonian Shoe Co., Littlestown, Pa., manufacturer of infants' shoes. He had been engaged in the shoe manufacturing business for many years and, at the time of his death, was active in the Littonian Co. He leaves his wife, Emma A.; two sons, Luther and Charles, who now own and operate the Littonian Co.; two daughters, Mrs. Olie R. Baile, and Mrs. Bernice R. Wilhide; and nine grandchildren.

Albert Fecht

... 92, bides and skins buyer, died Sept. 27 as the result of an automobile accident in his native city of Detroit. He had retired 10 years ago after serving 60 years as a buyer for the Traugott-Schmidt Leather Co. Surviving are his two sons, Albert and Edwin; and three daughters, Mrs. George Perry, Mrs. Gertrude Davis, and Mrs. Marie Bass.

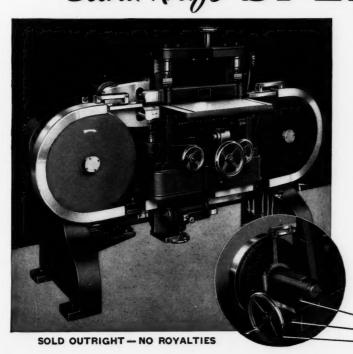
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DOES YOUR SPLITTING MACHINE HAVE THESE FEATURES?

Independent Feed Roll Control which makes it possible to stop the feed rolls instantly and reverse them if necessary.

Individual Motor Drives for each unit. This eliminates complicated gearing, thus reducing vibration to a minimum and making the machine practically noiseless in operation.

A Tension Device to keep the knife taut.

A Knife Tension Indicator to provide visual means of determining correct knife tension.

Micrometer Adjustment for determining exact thickness of the split.

A 2-speed Gear Box for operating Feed Rolls.

A Universally Adjustable Head to insure accurate alignment of the Feed Rolls with the Knife.

A built-in Diamond Dressing Tool for grinding the wheels.

Sectional Feed Rolls to insure uniform split.

Drum Alignment Adjusting Screw

- Knife Tension Indicator Rod

Knife Tension Adjusting Wheel

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LYNN INNERSOLES PLATFORMS, WEDGES



Manufacturers and Distributors of the largest diversified line of Innersoling in America. Our famous "Lynflex" line for better grade shoes is the ultimate in Saturated Innersoling, featuring Flexibility and Comfort.

Our "Lynco" line is equally desired where medium and low priced shoes are produced.

Our combinations of Innersoles and Platforms are processed in whatever type construction required to meet the style trend. Easy to work. Let us solve your problems in this field.

"Wedgies," of compressed fibre, our newest item, is comparable in quality and design to our other famous, long sought products.

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